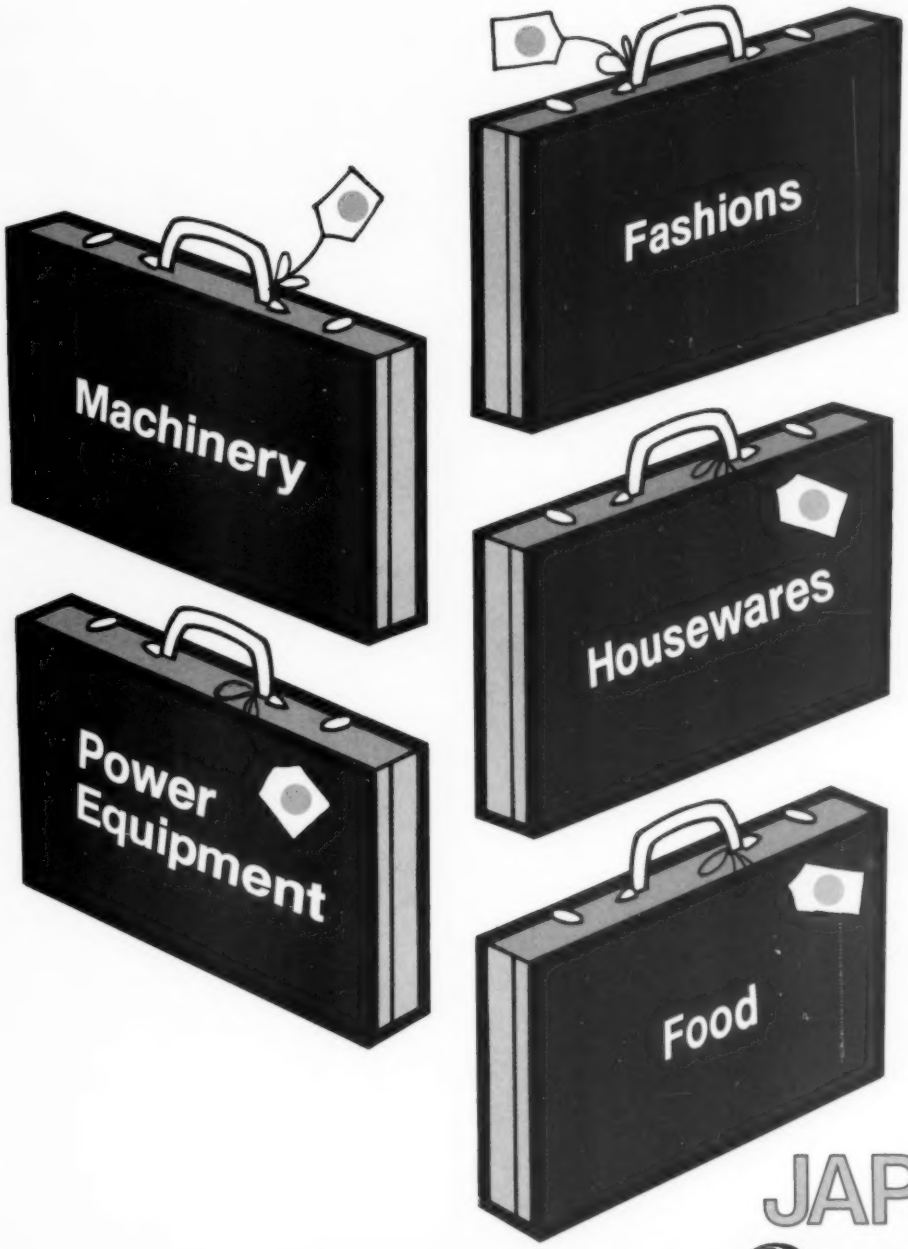
COMMERCE AMERICA

U.S. Department of Commerce / March 13, 1978



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The Meaning Of Our Trade Negotiations

(Ambassador Robert S. Strauss, who wrote this article for Commerce America, *is the President's Special Representative for Trade Negotiations.)*

One of the most important objectives in this Administration is to keep America competitive in a world market which is undergoing great stress and change. The world economy, in a hesitant recession recovery, is much more highly competitive, nations are far more interdependent, and foreign trade and investment have become much more important to U.S. economic health and growth here at home.

World trade today, involving one-sixth of everything that is grown or made on this planet, had a value last year of one trillion dollars. One-eighth of that trillion consists of American exports.

The stake of the U.S. in this trading system is enormous—one out of every three acres under cultivation in this country is producing foods or fiber for export. One out of every six manufacturing jobs in this country is producing for export. Our consumers deserve the product selectivity at reasonable prices which imports offer, and our economy increasingly needs strategic materials we cannot produce domestically. This nation has to trade, and we cannot afford to put up barriers against others, or we will lose our own ability to export.

This is the philosophy which underlies what we are doing, not just with Japan, but with our other trading partners.

The voices of protectionism suggest we stop importing foreign goods or Japanese goods and at first blush, it's an appealing argument. But that does not permanently create American jobs; in the long run it costs American jobs and it immediately costs the American consumer right where it hurts—in the pocket book.

I feel our approach has to be to open up foreign markets, so that our farmers, and our factories, can sell more, creating new jobs in this country. This, of course, must take place as we are equally diligent in seeing that foreign trade practices are fair, and that competition with our industries is not predatory or destructive—that it's not subsidized by governments to compete with and destroy our American industries. This is a narrow balance, but one which is possible.

The recent U.S.-Japan agreement spells out for the first time a comprehensive, new direction in Japan's economic philosophy. I believe this agreement, if substantially implemented, could redefine the economic relationship between the United States and Japan.

The consultations between our two countries on these matters of mutual concern are an altogether desirable and necessary process. The economies of Japan and the United States are the two largest single-nation market economies in the world. Our trade approaches one-quarter the value of western world trade. The United States is the largest single market for Japanese exports, and Japan is a major purchaser of U.S. agricultural exports, primarily grains. Indeed, there is more land under cultivation for Japan in the United States than there is land under cultivation for Japan in Japan. We depend upon one another for our mutual prosperity; and the rest of the world looks to our two countries for economic leadership. Together there is much we can do to preserve and strengthen the world trading system and to foster the recovery of the world economy. In the words of Prime Minister Fukuda, "Japan and the United States share a common destiny." Accordingly, it is essential that we continue to consult and coordinate our economic policies closely.

In addition to a number of specific steps aimed at increasing imports into the Japanese market, the Government of Japan intends to take a number of other steps aimed at liberalizing access of foreign goods to the Japanese market. These include liberalization of government procurement practices; extension of the standard method of settlement; improvement in inspections and testing procedures; expansion of import financing; reform of foreign exchange control; and support of the newly established Trade Facilitation Committee. I consider the Trade Facilitation Committee in the Commerce Department one of the integral parts of our program to achieve greater access to the Japanese market in the next few years.

Also, the Japanese Government has announced its intention to form a number of joint industry groups to explore the possible purchase of citrus products, forest products, energy plant machinery and equipment, and to increase imports of beef. Work has already begun to implement these missions. This month a Japanese industry-government buying mission sponsored by the Joint Trade Facilitation Committee has come to the United States to encourage and promote U.S. exports to Japan.

It is not possible at this time to evaluate with certainty the effects that these steps and others enumerated in the agreement will have upon the Japanese current account or the performance of the Japanese economy. In examining the specific measures which are being undertaken it is important that they be viewed as a whole and as an initial phase of what will no doubt be a long-term process. What we have here is only the first chapter in a long and tedious book to be written. There is a risk of overstating the value of what we have accomplished. At the same time, however, there is a risk of underestimating its potential.

The ultimate value of these consultations depends largely upon what we do to follow through on our efforts and that includes a better export performance on our part. We must maintain the political will and take such steps as we can to see that the Japanese do the same. If the implementation is neglected, we will end up with a few minor trading concessions at best. Properly followed up, however, we may together have truly brought about a major positive step forward in our international trade posture for the benefit of every American, and indeed the world.

Ambassador Strauss

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1977
TRADE SUMMARY
BY AREA

Developing Nations Led Way to Modest U.S. Export Gains

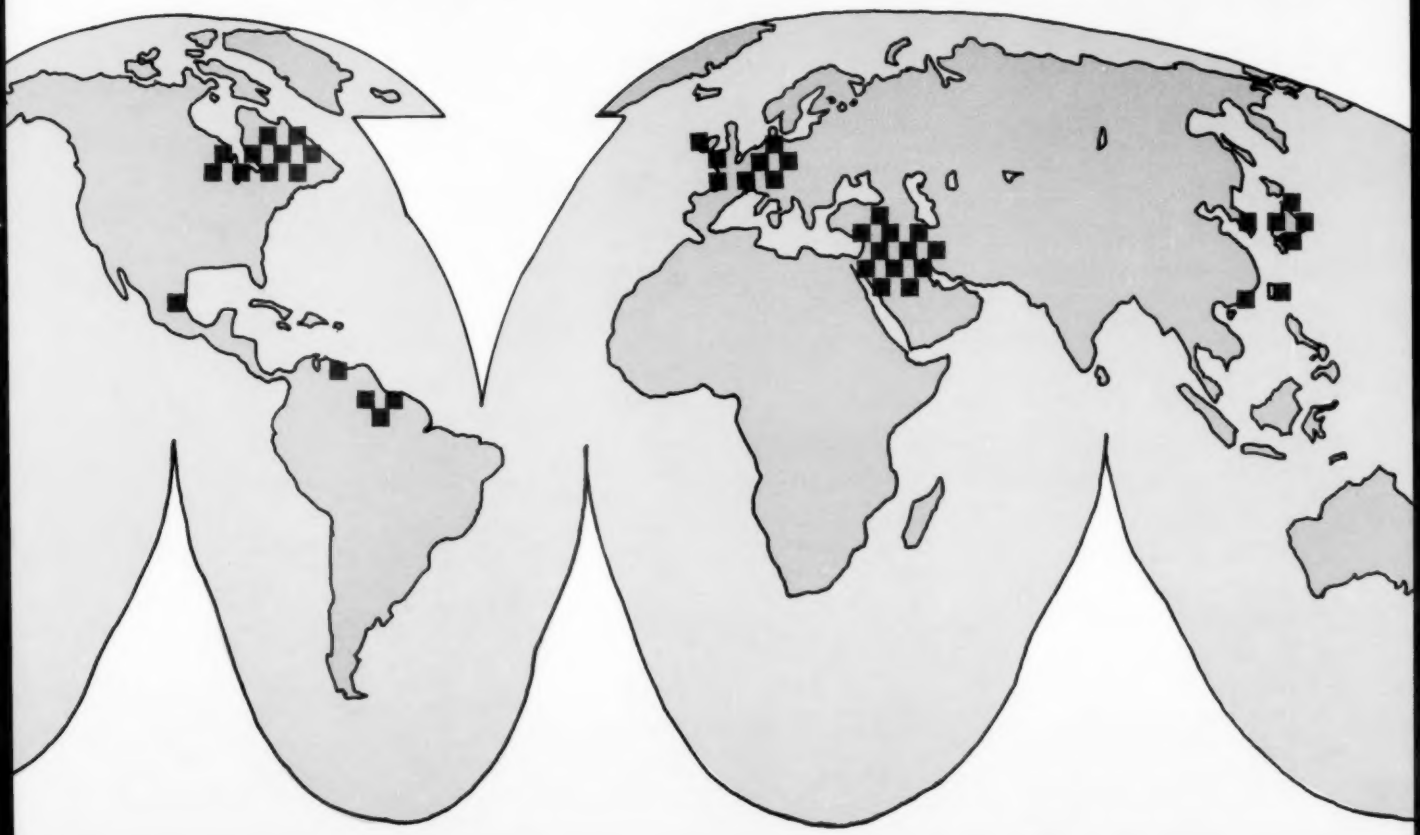
The pattern of U.S. trade with each of the major areas of the world in 1977 generally paralleled the movement in overall U.S. foreign trade. Export increases to most areas were relatively modest while imports from nearly all regions climbed briskly.

Reflecting the persistent sluggishness of economic activity in most industrial countries last year, exports to the developed nations, which as a group account for more than 60 percent of U.S. shipments abroad, increased at a relatively slow rate of 5 percent. In fact, sales to these countries in the second half of the year were below the level recorded in the first.

Exports to the developing countries picked up momentum slightly, compared to the rate of growth in 1976, but the rise was nevertheless only a modest 7 percent. Deliveries to both the oil exporting nations and the others in this group rose substantially in value in the final six months of the year after declining in the January-June 1977 period.

Imports from the developed countries, as a group, expanded by 17 percent in value last year. Although these purchases climbed briskly throughout most of the year, the overall rate of increase was somewhat slower than in 1976. Imports from the developing nations expanded by 28 percent, also a slower rate than in the preceding year. These receipts declined in the second half, primarily because of a downturn in arrivals of coffee and petroleum.

Exports to Canada grew only moderately in 1977, reflecting the generally sluggish pace of economic recovery there. Nearly half of the net $1.6 billion expansion was attributable to increased shipments of autos, trucks, and automotive parts, which account for about one third of the value of U.S. exports to Canada. The export advance was also inflated by a sharp price rise for re-exports of coffee and increased



shipments of crude oil under swap arrangements between U.S. and Canadian refineries—the only exports of crude petroleum currently permitted. Exports of machinery and other nonautomotive capital goods, however, generally grew little, if at all. The strongest advances were in sales of computers and aircraft, but these increases were largely offset by reduced deliveries of construction and agricultural equipment.

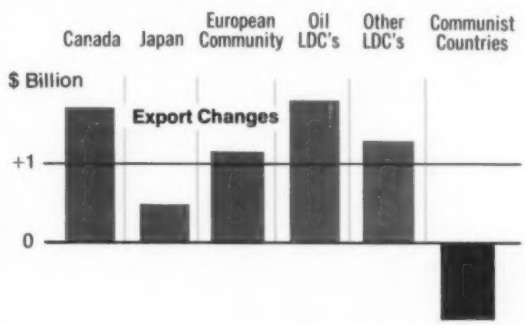
Imports from Canada, on the other hand, were relatively buoyant, rising by 12 percent. Automotive imports, which account for over 30 percent of the value of this trade, rose by nearly $1.3 billion as a result of the continued recovery in U.S. car sales and the record level of truck purchases here last year. As a result of much more vigorous U.S. economic activity, receipts of many other major products, particularly industrial raw materials, also rose substantially. The strong upturn in U.S. residential construction caused continued rapid expansion in lumber receipts, which, at $2 billion, were 45 percent higher than in 1976. Large advances were also recorded for arrivals of steel, aluminum, newsprint, and fertilizers. Natural gas imports were one-fifth higher in value, but most of the increase stemmed from rising prices, since quantities are restricted by the Canadian government in order to conserve supplies. Petroleum purchases were sharply lower as a result of the Canadian policy of gradually ending these shipments.

Exports to Japan rose by only 4 percent last year. Much of the increase consisted of greater agricultural shipments, especially soybeans at higher prices. Non-farm exports to Japan, as a group, rose by only 1 percent. Chemical shipments were most buoyant, rising 15 percent to a value of almost $1 billion. Exports of logs also increased. Deliveries of steel scrap and coal declined, reflecting the drop in Japanese steel output and increased reliance on Australian coal. Machinery shipments fell slightly as a $40 million advance in computer exports was more than offset by reduced sales of most other categories. Aircraft deliveries were substantially reduced.

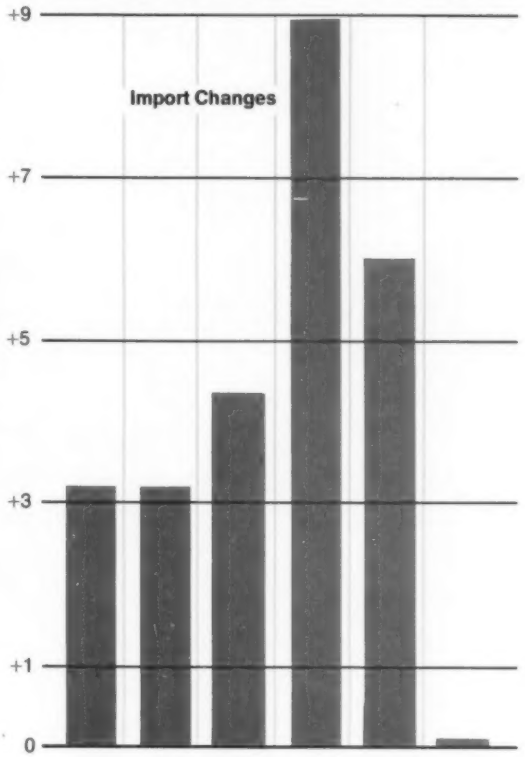
Led by greatly increased receipts of automobiles and other consumer goods, imports from Japan advanced by 20 percent in 1977. Imports of Japanese autos, which account for two-thirds of foreign car purchases in the United States, rose by nearly $1 billion, reflecting a 50 percent increase in sales over 1976. A renewal in U.S demand sharply boosted receipts of motorcycles from Japan, the major supplier of these products, also. Rising imports of the recently introduced video tape recorders paced the continued advance in arrivals of consumer electronics. Substantial increases were also recorded for most other imports of household appliances, stereo equipment, and other products that comprise this category. Receipts of CB radios, however, fell by $327 million as that market finally became saturated, following soaring sales in the past two years. Imports of television sets also declined as a result of voluntary restrictions limiting shipments of color TVs from Japan, which went into effect at midyear.

Machinery purchases continued to gain in importance among U.S. imports from Japan—rising 38 percent to a value of $3 billion. Particularly rapid expansion was recorded for receipts of construction and mining machinery, office and business equipment other than calculators, and machine tools. Imports of steel from Japan rose by a relatively modest 11

Increases in exports to major world areas in 1977 . . .



. . . are outpaced by import advances



Trade With Oil-Exporting LDC's Shows Fastest Expansion In 1977

Values in millions of dollars

Area	EXPORTS Value	EXPORTS % change from 1976	IMPORTS Value	IMPORTS % change from 1976
Oil-exporting LDC's	16,476	+12	38,346	+30
Other LDC's	26,806	+ 5	29,134	+25
European Community	26,476	+ 4	22,087	+24
Japan	10,522	+ 4	18,623	+20
Canada	25,749	+ 7	29,356	+12
Communist countries	2,716	−25	1,119	+ 6

percent to $2.6 billion. Although the Japanese remained by far the largest foreign supplier, they contributed relatively little to the surge in U.S. steel imports last year.

Exports to the European Community expanded by more than $1 billion to total $26.5 billion in 1977. Most of the increase consisted of greater sales to the United Kingdom and Germany. Exports to the EC slowed to 4 percent because of declines in industrial activity in nearly all member countries, and sales of most industrial products fell. Coal and steel deliveries declined because of the depressed steel markets in Europe. Copper shipments were also lower. Machinery exports rose sharply, with particularly strong sales of computers and parts. Exports of drilling machinery decreased, however, from the high level in 1976. Agricultural shipments expanded last year as the value of soybeans and products soared while wheat and corn exports declined.

Imports from the EC picked up rapidly last year, rising 24 percent to $22.1 billion. More than half of the $4.2 billion increase consisted of greater purchases of industrial supplies—especially carbon steel from Germany, Belgium, and France. Arrivals of petroleum products, principally North Sea crude oil from Norway and the United Kingdom, also rose dramatically. Consumer goods imports recorded a significant expansion largely because of the increased value of arrivals of cars and parts, although the number of cars declined. Germany continued to account for the bulk of our European auto purchases. Arrivals of gem diamonds from the United Kingdom and Belgium, the main diamond centers in Western Europe, also expanded. The more than $700 million increase in capital goods arrivals included larger values for tractors and other types of machinery and aircraft.

Deliveries to both oil-exporting and other LDC's rose substantially in value in the final six months of the year.

Despite an upturn in the fourth quarter, shipments to Eastern Europe and the USSR were 27 percent below 1976. Corn exports to these countries fell by $800 million, reflecting the record 1976 grain harvests there, but wheat and soybean deliveries to the USSR expanded. Machinery shipments dropped sharply, largely resulting from lower deliveries of metalworking, construction, and agricultural machines to the Soviet Union. Following large declines in 1975 and 1976, exports to the People's Republic of China grew 27 percent last year, stemming entirely from a resumption in sales of agricultural products in the fourth quarter—especially soybeans, soybean oil, and cotton.

Imports from the socialist countries in Europe, in contrast to exports, increased by 7 percent as purchases of consumer goods, largely clothing, continued to expand. Arrivals from the People's Republic of China were unchanged at $200 million.

Exports to the oil-exporting developing countries continued to expand in 1977 to a total of $16.5 billion, although the 12 percent rate of increase was the slowest rise in six years. Sales to this group were particularly sluggish in the first half of 1977, declining slightly from levels in the preceding six-month period; they climbed vigorously, however, in the following July-December period. Machinery exports, accounting for one-third of U.S. shipments to the oil-exporting LDC's, advanced further last year, paced by sharply increased deliveries of air-conditioning and refrigeration equipment, electric power apparatus, and telecommunications machinery. Some types of machinery exports declined, however, including construction and excavating machinery and drilling equipment. Increases were also recorded in sales of farm products—notably grains, tobacco, cotton, and vegetable oils—and chemicals. Aircraft sales decreased steeply, on the other hand, reflecting reduced passenger transport deliveries to Iraq, Bahrain, Indonesia, and Egypt.

Imports from the oil-exporting LDC's climbed 30 percent to $38.3 billion, representing more than one-fourth of total U.S. receipts from abroad. These purchases rose exceptionally fast in the first half of the year when petroleum import demand was boosted by the cold winter. Arrivals from these countries dropped in the second half, however, as requirements for foreign oil lessened, reflecting increased domestically produced supplies and high stock levels.

After falling by 3 percent in 1976, the value of exports to the non-oil-exporting developing countries rose moderately last year, edging up 5 percent to $26.8 billion. Shipments to this group, accounting for over one-fifth of total exports, were sluggish in the first half of the year, but climbed steeply in the final six months. The upturn in the latter half apparently was the result of improved economic conditions in many of these countries and the more favorable debt and balance-of-payments position of the group as a whole.

The relatively slow growth in sales to the non-oil LDC's last year stemmed from slack deliveries of both agricultural and nonagricultural products. The value of exports was held down by a reduction of one-half in wheat shipments, particularly to India, and a smaller drop in the outflow of rice. These declines were offset by increased exports of soybeans, cotton, and corn. Among nonagricultural products, shipments of machinery were unchanged from 1976 levels, as sharply lower deliveries of metalworking, heating and cooling, and materials handling equipment counterbalanced increased office and electrical power machinery exports. Sales of aircraft to the East Asian countries advanced sharply and deliveries of chemicals and motor vehicles parts continued to expand, but exports of steel dropped by one-fourth in value.

Imports from the non-oil exporting developing countries totaled $29.1 billion, representing an increase of one-fourth over the 1976 level. Of the $5.9 billion expansion, about half consisted of greater receipts of manufactured products, notably consumer goods. Imports of clothing, toys and sporting goods, radios, TV sets, and footwear led the advance. Strong increases were also recorded for imports of diamonds, tin, and steel. The remainder of the expansion in imports from these LCD's consisted of a large increase in coffee and other food products, stemming entirely from much higher prices, and doubled receipts of petroleum. The rise in petroleum was largely attributed to crude oil receipts from Mexico and Malaysia, two countries which in the past three years have supplied increasingly significant amounts, although they are not included in the oil-exporting group since petroleum remains a relatively small component of their total imports.

This report on U.S. foreign trade by area in 1977 was prepared in the Commerce Department's Office of International Economic Research by Kent Barker, Thomas Sobotta and Joanne Tucker. An article on overall trade developments appeared in the Feb. 13 issue.

JAPANESE Market Campaign Opens- Buyers Here

The current drive to open up Japanese markets for exports began in the U.S. with Japanese officials contending that Americans must be more willing to adapt their products to Japanese tastes and conditions, and Americans maintaining that Japan must lower its barriers to imports, both formal. So what is new? wondered skeptical observers of the U.S.-Japan trade scene.

But there is a fresh note, as Frank A. Weil, Assistant Secretary of Commerce for Industry and Trade, said at a meeting in New York last month that kicked off a major campaign to increase U.S. sales to Japan.

Referring to a Jan. 13 communique of the two governments, pledging renewed efforts toward increased Japanese imports, Weil said that "what is new is that these conversations take place in a changed political environment. There is a new political will—recognizing a need to increase imports of U.S.-manufactured products into Japan."

Japan's Ryohei Suzuki, addressing the same meeting, urged U.S. firms to learn to "exportize" what they want to sell in his country. Suzuki is the director of the Japan Trade Center in New York, where the meeting was held. He explained that by "exportize" he meant that Americans must adapt their products in quality, size and other aspects, to fit Japanese needs; they must try to adapt to the Japanese market system, and they must pay more attention to exporting through long-range planning, personnel selection and training, and product research and development.

American speakers, responding, told the Japanese businessmen and officials at the meeting that Japan must work to reduce both official and unofficial obstacles to trade if it really wants imports from the U.S. to increase. The meeting was the first public effort of the U.S.-Japan Trade Facilitation Committee (TFC), a joint enterprise of the two nations' governments. A day later a buying mission also arranged by the Committee arrived in San Francisco to begin a 17-day tour of major U.S. cities. The mission was in the midst of the tour as this issue of *Commerce America* went to press.

The success or failure of the TFC in solving the exporting problems of American companies was seen as an important measurement of Japan's real intentions by one prominent U.S. businessman at the meeting. Said Mark Shepherd, Jr., chairman and chief executive officer of Texas Instruments, Inc.: "If we can present you with a large number of problems and you cannot resolve them, we will say you don't mean to open your doors. If, on the other hand, we cannot present any problems, you can say there aren't any."

The Trade Facilitation Committee already has acted on some complaints of barriers to U.S. exports, and U.S. officials are actively searching for additional cases to bring before the Japanese government. Complaints are received by the Industry and Trade Administration in the Commerce Department and, if found appropriate, are referred to U.S. officials in Japan who, in turn, raise them with the Japanese Government. While this procedure has been followed in earlier years as well, the committee provides, for the first time, a formal procedure for tracking and following up on Japanese actions to deal with complaints. Two cases have been resolved.

In the first, a substantial U.S. manufacturer of potato chips had test marketed its product in Japan while paying a duty of 16 percent. When the test proved that a wider marketing effort was warranted, the Japanese reclassified the product from a manufactured food to a confection, raising the duty to 35 percent. After a protest lodged through the TFC, the duty was returned to its earlier level.

The second case involved so-called "administrative guidance," or informal pressure not found in law, by the Japanese Ministry of International Trade and Industry. An American manufacturer of nuclear fuel supplying a Japanese power company was told that one of the fuel components, zirconium clad tubing, ought to be produced in Japan, though it had in the past been fabricated in the United States.

The Japanese urge U.S. firms to "exportize" their products and their sales techniques for such a special market.

ON ARRIVAL—San Francisco reporters crowd around Yoshizo Ikeda, leader of the Japanese mission, and Deputy Assistant Secretary of Commerce Stanley J. Marcuss, who welcomed the group.

The case was resolved in favor of continued U.S. manufacturing.

Three additional cases have been presented to the TFC, three have been forwarded to the U.S. Embassy in Tokyo for possible presentation, and an additional 25 are being reviewed in Washington to determine if they should be sent to the Embassy.

Though most of the cases involve individual companies, in sum they address general categories of discriminatory practices by Japan, such as "administrative guidance" and raising of duties, designed to favor domestic Japanese firms.

One of the cases currently being considered by the TFC addresses a problem of general market access. In this instance, the Tobacco Institute has complained that the Japanese Government's cigarette monopoly, the Japan Tobacco and Salt Corporation, is limiting cigarette imports to 1.6 percent of the market; limiting distribution of imported cigarettes to only 3 percent of the retail outlets in Japan; restricting advertising of imported cigarettes to English-language media only; and establishing the retail prices of imported cigarettes at 73 percent to 117 percent higher than comparable domestic brands.

Complaints from both sides

At the Feb. 28 meeting, the Japanese conceded that barriers to U.S. products should be reduced, but also blamed the U.S. trade deficit—which amounted to $8 billion on total two-way trade of $29 billion in 1977—on failures by American companies to cater to the Japanese market. They said, for example, that U.S. firms cannot assure firm delivery dates; do not offer packaging either adequate for rough handling during exporting or for the special tastes of the Japanese; do not bother to translate instructions into Japanese, or convert clothing sizes into Japanese sizes; do not offer discounts to cover such costs as advertising, as they do domestically; and generally do not design products specifically for the Japanese market.

An exception was cited by Yoshio Kano, representing The Daimaru, Inc., a major superstore chain. Two North Carolina furniture manufacturers, he said, had "really investigated Japanese taste, mood and culture," had adapted their products to account for smaller Japanese size requirements and were now producing on a regular, "running order" basis, which had increased sales and profits more than costs.

A slightly less optimistic view was presented by Sadami Wada, assistant vice president of Sony, who said his company had begun importing Whirlpool refrigerators, air conditioners and other products some six years ago, and had only started to show a profit. He said that heavy promotion and, in some cases, redesign to suit the Japanese home had been necessary for success.

While the Japanese charged that most U.S. businesses were not "serious and earnest" about selling in their country, the U.S. businessmen at the meeting had their own complaints.

Shepherd, for example, said that problems for American interests ranged from the high debt-equity ratios of Japanese companies, which allow them to concentrate on developing their markets "without worrying about stockholders," to labor, a "fixed cost in a kind of national welfare system," to the relative rates of savings by individuals, to the relative ability "of our societies to set national goals."

Carlos Auriema, president of Auriema International Group, a leading export-import company, offered additional cases. He referred to an oft-mentioned problem of the major Japanese trading companies' reluctance to import goods that compete with products of Japanese manufacturing companies in which they had an interest. "I don't mind if I'm told of these conflicts of interest at the outset," he said, adding that he often learned of them too late in the game. He complained about lack of confidentiality in business dealings. He said that while it was fine to say that products should be modified to suit the Japanese market, this could not be done without information on requirements that often could not be obtained. Finally, he cited as an impenetrable barrier to trade the "mysterious" relationship between the major Japanese trading companies, the banks, the manufacturers and the Japanese government.

Auriema summed up his observations by saying that trading with Japan often was "like pushing on a wet noodle: you can wiggle your end but you can't be sure the other end is moving."

The Japanese suggested a number of steps that offered long-term potential in rectifying the trade imbalance.

Tatsuro Goto, Chairman of Mitsui & Co. (USA), said the trade balance with Japan could be improved by more than $2 billion if Congress allowed Alaskan oil to be shipped to Japan, in exchange for Arab oil which presently goes to Japan but could be diverted to the East Coast. He projected large savings in the cost of shipping.

Goto also suggested promoting export of American coal to Japan, saying that deposits near the West Coast could be developed in cooperation with Japan.

Suzuki too offered a laundry list of suggestions, including closer study of the Japanese market system (the Commerce Department will issue a major study on this subject in April); strong steps to stabilize the dollar; diminishing balance of payments deficits by reducing oil imports; and government assistance for U.S. businesses to study Japan's language and business system.

As the meeting ended, Weil took note of the skepticism about Japanese intentions among U.S. businessmen, and stressed the need in coming months

for "visible signs that the Japanese market is opening up to the American manufacturer." He expressed pleasure that Nobuhiko Ushiba, Japan's foreign trade minister, had said there would be "a dramatic statement" at the conclusion of the buying mission.

Both Weil and the co-chairman of the meeting, Yoshio Kawahara, Commercial Minister of the Japanese Embassy in Washington, emphasized that the meeting was only a beginning step in a long-term effort to prime the pump of American exports to Japan.

The Japanese buying mission arrived in San Francisco March 2. Some early details on its activities were reported to Washington at deadline for this issue.

The 102-member group was headed by Yoshizo Ikeda, President of Mitsui and Co.; Shigeru Okada, President of Mitsukoshi Department Stores, and Toshihiro Tomabechi, Managing Director of Mitsubishi Corp. Other major Japanese trading firms were represented, along with such enterprises as Nissan, Toyota, and the Bank of Tokyo.

After the first three days in San Francisco, the visitors split into five buying subgroups and one subgroup of seminar spokesmen.

It was apparent that the members of the mission had every intention of opening the way to substantial purchases. In the field of consumer goods, they showed interest in high-quality, top-of-the-line products.

During the first week of the mission, a variety of techniques was used to bring the Japanese buyers together with U.S. manufacturers.

In Atlanta, the first stop for the 15-member fashion and leisure goods buying group, the Japanese visited the Merchandise Mart, which contained exhibits by virtually all major U.S. manufacturers of apparel. In addition, a special delegation of Florida apparel manufacturers journeyed to Atlanta to introduce their wares. The Japanese seemed most interested in high-quality women's apparel, according to reports.

In Minneapolis, some 40 manufacturers of processed foods, wines and spirits visited the Japanese buyers in specially arranged hotel meeting rooms.

In Los Angeles, the Japanese power generation buying group paid calls at the offices of U.S. manufacturers.

On their arrival in San Francisco March 2, the Japanese group was greeted by Stanley J. Marcuss, Deputy Assistant Secretary in the Commerce Department's Industry and Trade Administration. At a luncheon honoring the visitors, Commerce Secretary Juanita M. Kreps welcomed the mission by telephone, and told the group: "Your mission will be judged ultimately not by words but by deeds. We understand that you hope to tell us before you leave what you hope the mission to accomplish."

At a press conference March 3, Ikeda warned that a large volume of firm sales commitments could not be expected after first meetings between potential purchasers and sellers. No deals had been made prior to the visit, he added. But Ikeda said the Japanese were interested in buying such items as computers, medical and educational equipment, automotive components and a variety of consumer goods.

Groups interested in purchasing machinery and housewares are also touring the country.

Further reports on results of the buying mission will be published in forthcoming issues of *Commerce America*.

The Japanese were told they must reduce trade obstacles, both official and unofficial, if they really want imports from the United States to increase.

Japan Eases Foreign Exchange Controls

While business and government leaders were acting in the U.S. to increase American exports to Japan, the Japanese Ministry of Finance announced a series of 12 reforms in foreign exchange control procedures effective April 1.

In addition the Japanese began an 18-month study of the possibility of switching their foreign exchange control regulations to a system in which all transactions would be permitted unless specifically prohibited.

In summary, the new procedures will have the following effects: The first (which has an effective date of March 1 rather than April 1), allows advance payment for imports freely, extends the standard period for import settlement, and liberalizes the import usance credit periods.

The second will raise the limit for remittance by Japanese residents to foreign countries to about $12,000 in most cases, and eliminate all requirements for licensing or approval of payments in invisible trade transactions. The third reform allows individuals to take as much as $12,000 out of the country. A fourth permits residents to deposit foreign currencies up to $12,000 in Japanese or foreign banks in Japan, or deposit the same amount in banks abroad. A fifth measure will facilitate hedging operations in foreign exchange for foreign currency securities, permitting forward cover up to total value of foreign securities held.

Foreign exchange controls relating to guarantees will also be substantially relaxed. Imports or exports of gold bullion in amounts up to $12,000 will be allowed without license or approval, and requirements for transactions in larger amounts of gold will be substantially relaxed. The purchase and sale of foreign real estate by residents will require only a report to, not approval by, the Bank of Japan; the purchase and sale of real estate in Japan by foreigners, to be used as a residence, office or for non-profit purposes, will require no license or approval.

With few exceptions, direct investment abroad will require only an advance notice to the Bank of Japan, and automatic authorization for direct investment in Japan will be entrusted to the Bank of Japan, with the time period reduced from four to two weeks. Technology may be introduced freely into Japan with few exceptions, notably relating to aircraft, arms, atomic energy, space technology and computers. The final provision relates to credit transactions among family members, and to credits denominated in non-Japanese currencies.

U.S. Share of Manufactured Exports Moves Upward

In the third quarter of last year, the U.S. share of world exports of manufactures, excluding shipments to this country, climbed from its second quarter level by nearly half a percentage point to 20.4 percent. At this level, it was just slightly below its average mark recorded for 1976 as a whole.

The strong upward movement in this country's third quarter position was attributable to full one-percentage-point boosts in chemicals and in the usually volatile transport equipment group. Share changes among the other commodity groups were relatively small. The basic and miscellaneous manufactures shares rose less than half a percentage point while the U.S. standing in both machinery groups was virtually unchanged.

A slightly faster pace

U.S. exports of manufactures, adjusted for seasonal variation, climbed at a slightly faster pace than they did in the previous quarter. Shipments by the other suppliers, adjusted for seasonality and exchange rates, slowed from their pace of the April-June quarter, however, to grow only about half as quickly as U.S. exports. Among our competitors, deliveries by Italy, Sweden, Japan, and Belgium-Luxembourg were particularly sluggish with reductions in the level of their foreign sales. Japan and Italy reported strong rises in the previous quarter. Conversely, the United Kingdom, Germany, and France stepped up their exports at a faster pace than in the second quarter.

The largest increase in the U.S. standing occurred in transport equipment in which it advanced by more than one percentage point for the second consecutive quarter. Nevertheless, the U.S. position of 24.9 percent remained well below its average level of most years prior to 1976. Shipments of transport equipment by the other suppliers as a group declined in July-September while those of this country showed a modest rise. Italy, Sweden, and Japan all reported reduced transport equipment sales, which were not offset by the advances reported by Belgium-Luxembourg, Germany, France, and the United Kingdom. The small increase in U.S. exports was largely attributable to higher shipments of motor vehicles and parts to countries other than Canada, as well as a rise in deliveries of aircraft parts.

The U.S. position in chemicals advanced substantially to 22.6 percent as U.S. exports rose at a significantly faster rate than those of the other suppliers. Shipments from France were especially depressed, but those of Italy and Belgium-Luxembourg dropped also. In contrast, overseas sales of chemicals by the United Kingdom climbed sharply from their level of the previous quarter. Although shipments of most U.S. chemical commodities advanced notably in value during the period under review, those of plastics, organics, and inorganic elements and oxides were especially buoyant.

A moderate increase in the U.S. share was reported for miscellaneous manufactured articles. The U.S. position moved upward to 17.2 percent after remaining virtually unchanged for the past four quarters. Shipments of photographic supplies and scientific instruments climbed

U.S. SHARE OF WORLD EXPORTS OF MANUFACTURES

Adjusted for seasonal variation

Commodity		U.S. exports (million dollars)	U.S. share* (% based on export-weighted exchange rates [1])
Manufactures, total			
1975		72,118	21.2
1976		78,526	20.5
1975	1st qtr.	17,339	20.6
	2nd	17,668	20.4
	3rd	18,371	21.9
	4th	18,880	21.7
1976	1st	18,510	20.5
	2nd	19,578	20.6
	3rd	19,956	20.3
	4th	20,419	20.6
1977	1st	20,002	19.9
	2nd	20,422	20.0
	3rd	21,031	20.4
Chemicals			
1975		8,746	20.1
1976		10,032	20.6
1975	1st qtr.	2,336	20.1
	2nd	2,097	19.4
	3rd	2,080	20.5
	4th	2,248	20.5
1976	1st	2,344	20.3
	2nd	2,589	21.1
	3rd	2,494	20.2
	4th	2,605	20.8
1977	1st	2,694	21.1
	2nd	2,773	21.6
	3rd	2,929	22.6
Nonelectric machinery			
1975		21,088	27.8
1976		22,199	26.8
1975	1st qtr.	4,940	28.4
	2nd	5,311	27.0
	3rd	5,339	27.7
	4th	5,504	28.1
1976	1st	5,350	26.8
	2nd	5,545	26.9
	3rd	5,555	27.0
	4th	5,687	26.6
1977	1st	5,654	26.3
	2nd	5,570	25.3
	3rd	5,726	25.2
Electric machinery			
1975		7,771	22.3
1976		9,509	23.3
1975	1st qtr.	1,862	22.2
	2nd	1,929	22.0
	3rd	1,955	22.6
	4th	2,021	22.4
1976	1st	2,147	22.7
	2nd	2,332	23.3
	3rd	2,506	23.8
	4th	2,507	23.4
1977	1st	2,511	23.4
	2nd	2,603	23.4
	3rd	2,677	23.4
Transport equipment			
1975		17,281	27.8
1976		18,334	25.1
1975	1st qtr.	3,854	26.8
	2nd	4,126	26.3
	3rd	4,714	30.3
	4th	4,673	28.1
1976	1st	4,134	24.5
	2nd	4,577	25.5
	3rd	4,776	23.9
	4th	4,904	26.4
1977	1st	4,320	22.3
	2nd	4,618	23.8
	3rd	4,747	24.9
Basic manufactures			
1975		11,230	12.5
1976		11,513	11.9
1975	1st qtr.	2,835	12.0
	2nd	2,747	12.0
	3rd	2,791	12.9
	4th	2,887	13.2
1976	1st	2,873	12.6
	2nd	2,846	11.8
	3rd	2,882	11.7
	4th	2,886	11.5
1977	1st	2,984	11.7
	2nd	2,978	11.5
	3rd	2,974	11.7
Miscellaneous manufactured articles			
1975		6,002	17.3
1976		6,939	17.1
1975	1st qtr.	1,512	17.6
	2nd	1,458	16.9
	3rd	1,492	17.4
	4th	1,547	17.4
1976	1st	1,662	17.3
	2nd	1,689	17.1
	3rd	1,733	17.0
	4th	1,830	17.0
1977	1st	1,839	17.0
	2nd	1,880	16.9
	3rd	1,978	17.2

Note: Figures for 1976 and 1977 are preliminary. The term "manufactures" refers to chemicals, machinery, transport equipment, and other manufactures except mineral fuel products, processed food, fats, oils, fire-arms of war, and ammunition. World exports are defined as exports from the 15 major industrial countries. Percentage shares are based on values excluding shipments to the United States. These nations, which account for 80 percent of world exports of manufactures to foreign markets, are: United States, Austria, Belgium-Luxembourg, Canada, Denmark, France, Federal Republic of Germany, Italy, Netherlands, Norway, Sweden, Switzerland, United Kingdom, and Japan.

* Of world exports to foreign markets.

[1] Export-weighted exchange rate indexes are calculated for each supplier in each period, using official rates of exchange *vis-a-vis* 67 principal markets.

sharply to boost U.S. sales in this diverse commodity group. Among the other suppliers, deliveries by the United Kingdom and Germany increased strongly but those of Italy declined while Japanese exports changed little from the previous period.

In basic manufactures, a group which includes semimanufactures of various materials and certain finished metal products, the U.S. share increased to 11.7 percent, continuing the seesaw pattern it has displayed in recent quarters. Exports by neither the United States nor the other competitors as a group showed substantial change from the levels of the previous quarter. Several of the other suppliers individually reported sizable changes however, most notably the large decline posted by Italy. For the United States, commodity results were mixed, with exports of textiles and iron and steel tubes, pipes, and fittings rising in contrast to declines in aluminum and wood and cork manufactures.

The U.S. share showed little change in either of the machinery groups. At 23.4 percent, the U.S. standing in electric machinery has remained at the same level for the past four quarters. Although the rate of growth in U.S. sales was exceeded by such large competitors as the Netherlands, the United Kingdom, Belgium-Luxembourg, and France, these strong increases were partially offset by sluggish performances by Italy, Japan, and Sweden. Contributing importantly to the U.S. increase were higher shipments of electronic components and measuring and controlling instruments which offset sharp reductions in electric power machinery.

The only reduction in the U.S. position occurred in nonelectric machinery where it slipped marginally to 25.2 percent. Both the United States and the other suppliers posted moderate increases in the value of their exports, with especially large advances by the United Kingdom, Switzerland, and the Netherlands. The biggest rises in U.S. exports were in computers and parts, agricultural machines, and nonagricultural tractors and parts. These increases were partly offset, however, by a large decline in deliveries of construction, excavating, and mining machinery.

Solar Energy Show, Palermo

The Mediterranean Fair management invites participation by U.S. firms in its second Solar Energy Exhibition to be held in Palermo, Sicily, May 27-June 11. A 2,000 square meter area has been reserved for the solar energy display. Further information may be obtained from the American Consulate General, Via Vaccarini 1, Palermo, Italy, telephone 291-532, telex 91313; or directly from the Fiera del Mediterraneo, Piazza Generale Cascino, 90142 Palermo, Italy.

U.S. SCORES COMMERCIAL PRACTICES OF COMMUNIST COUNTRIES AT CONFERENCE

Most reports on the recent highly-publicized Belgrade Conference emphasized its controversies on human rights and human contacts, but there was also significant news for those interested in expanding East-West trade.

The major goal of the Western nations at Belgrade was to conduct a thorough review of the whole range of commitments agreed to by the communist nations at Helsinki in 1975, and this goal was achieved. But the Western efforts to come out of the four-month Belgrade sessions with a summary document were not successful, according to Christine Lucyk, a member of the U.S. delegation from Commerce's Bureau of East-West Trade.

The Helsinki Final Act, signed in August 1975 by 33 European nations and the U.S. and Canada, contains a set of provisions known as "Basket Two" that establish guidelines for the development of economic and commercial cooperation.

During the Basket Two discussions the U.S. acknowledged that limited progress had been achieved, but expressed concern about inadequacies in past performance on the part of Eastern European countries.

Calls for improvements

The U. S. delegation called for an improvement in the quality and quantity of economic and commercial information, easier access to communist country data, and access by foreign businessmen to Eastern European end-users. It urged that small and medium sized firms be given an equal opportunity to compete for contracts, argued for better working conditions for on-site personnel involved in industrial cooperation projects, and called for the speedier conduct of business negotiations.

The United States also pointed out that trade can expand only on the basis of mutual advantage, warning that the growing Eastern European requirements for the buyback of goods that Western firms do not want may inhibit the development of trade. The Eastern European countries countered that the Western recession and Western protectionist policies were to blame for shortfalls in trade expansion during the past few years.

The debate on specific measures which could be taken in the future to further implement the provisions on economic and commercial information followed similar lines. The United States joined the members of the European Economic Community in resolutions calling for greater participation in East-West trade by small and medium sized firms, provision of information on project completion to assist potential bidders, and easing of restrictions on direct contacts between scientists and businessmen. The United States strongly supported EEC proposals on availability of complete, reliable, and timely economic and commercial information, improvement of facilities for on-site personnel, and more efficient communications facilities. These proposals, calling for specific measures, reflected the concerns expressed by American and other Western firms regarding commercial dealings with state controlled economies.

The centerpiece of the Eastern effort was a proposal submitted by Poland. Its provisions, calling for full and unconditional application of Most-Favored-Nation tariff treatment, access to Western scientific and technological achievements, and preferential treatment for the products of industrial cooperation, constituted a broad assault on Western trade policies.

While it did not challenge the validity of Western suggestions in principle, the Soviet Union dismissed them as being of secondary importance. Western protectionism, the Soviets repeated, was the real issue.

Despite strenuous Western efforts to draw the Soviet Union into meaningful negotiation about future cooperation, Soviet unwillingness to include an objective description of past implementation and its refusal to agree to specific measures for future action on the humanitarian provisions of the Final Act precluded reaching agreement on economic and commercial questions. Negotiations on these issues, issues on which Western delegations felt progress had been possible, ended inconclusively.

The West did not succeed, therefore, in concluding the meeting with a comprehensive statement of what was accomplished in Belgrade and what is intended for the future. The decision to convene another meeting in Madrid in 1980, however, insures that the United States and other Western countries will pursue the review process, will continue to watch Eastern business practices and press for the easing and elimination of those policies which hinder the development of trade relations.

The Helsinki Final Act covered three major substantive areas: political and military questions; economic, scientific and technological cooperation; and cooperation in expanding human contacts, information flows, and cultural and educational relations.

Behind these seemingly disparate elements lies recognition that respect for human rights constitutes an essential element in the development of detente and cooperation in Europe. Similarly, the Final Act established that development of economic cooperation requires the building of confidence among trading partners through the free flow of information, improved contacts, and better working conditions for foreign businessmen.

U.S.-HUNGARY TRADE AGREEMENT INITIALED; HAS TARIFF RECIPROCITY

An agreement on trade relations between the United States and the Hungarian People's Republic was initiated March 3 in Washington by American Ambassador to Hungary Philip Kaiser and Hungarian Deputy Minister of Foreign Trade Istvan Torok. Its key provision is the reciprocal extension of Most-Favored-Nation nondiscriminatory tariff treatment.

With this agreement U.S. companies can look for increased trade opportunities as their products exported to Hungary will no longer be subject to the discriminatory tariffs that have long impeded American participation in that market. Such lower tariffs will permit U.S. firms to compete on equal terms with other Western nations' firms, according to an analysis of the agreement by Michael Hegedus of Commerce's Bureau of East-West Trade.

Commercial transactions also are facilitated by provisions concerning the establishment of independent representation offices in Hungary, industrial cooperation, and joint ventures. The agreement assures equitable treatment of U.S. companies in the establishment and operation of independent representation offices in Hungary, and in securing necessary facilities and employees for these offices. In lieu of such offices, U.S. companies may make use of the effective agency representation system which exists in Hungary.

Rights and interests of U.S. companies which may enter into industrial cooperation and joint venture agreements in Hungary also are protected by provisions covering the prompt resolution of business disputes, protection of copyrights and trademarks, and conduct of financial transactions. These and other provisions, such as those concerning market disruption and national security, stipulated in Section 405 of the Trade Act of 1974, also are included in the agreement between the two countries.

With the normalization of trade relations, U.S.-Hungarian trade is expected to grow considerably. U.S. exports in 1977 reached $79 million, while imports from Hungary were nearly $47 million. Hungarian officials believe that in the near future U.S. exports to Hungary could increase as much as two to three times over the current levels. Specific opportunities for U.S. exports will be found in high technology items and manufactured goods, including communication equipment, food processing equipment, and automotive parts and accessories. U.S. imports of Hungarian pharmaceuticals, medical equipment, and precision and measuring equipment also will probably grow.

The agreement, before it can be enacted, must be approved by Congress under the provisions of the Trade Act of 1974. Hearings are expected to begin this spring. With approval of this agreement, Hungary will become the fourth Eastern European communist country to be granted Most-Favored-Nation tariff treatment. The other nations are Yugoslavia, Poland, and Romania.

Trade Data For Ecuador

The Ecuadorean firm, Empresa de Manifiestos S.A., has advised that it can provide information on specific Ecuadorean imports and exports on a monthly or yearly basis. This service is available on a subscription basis at about $50 per product per year.

Import data on products is based on ship manifests. Similar data on air shipments is not available. Reports list the ship, the quantity being imported, f.o.b. and c.i.f. values, the name of the exporter, the name of the consignee or importer and the port of origin. The Brussels Tariff Nomenclature System is used to identify products.

Further information may be obtained from: Empresa de Manifiestos S.A., P.O. Box 511, Guayaquil. Ecuador.

Audio-Visual Exhibition Set For London In Fall

U.S. suppliers of audio-visual aids are invited to display their products at an exhibition and conference to be held at the Wembley Conference Centre in London, Oct. 16-18. The exhibition, Inter Navex 78, is being organized by Britain's National Committee for Audio-Visual Aids in Education and the Educational Foundation for Visual Aids. Theme of the conference is "Alternative Learning Systems." To apply for space, write the organizers at 254 Belsize Road, London NW6 4BY; telephone, 01-624 8812.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of International Trade Policy.

GENEVA

Geneva now is the scene of intense discussions, formal and informal, among the various country delegations, as well as at sessions of the various **Nontariff Measures** subgroups, to further narrow the national differences that exist in developing various multilateral codes. Additionally, delegations to the **Agriculture Group's** subgroups on Dairy and Meat are meeting to discuss "working hypotheses" for negotiations on international arrangements. Representatives of the Grains subgroup are also convening to work on liberalization of nontariff measures.

At the same time as some members of the U.S. delegation to the MTN are engaged in multilateral work, other members are continually meeting with developed and developing countries for bilateral bargaining sessions. These crucial, substantive discussions deal with U.S. and other countries' approaches to requests and offers for trade liberalization on tariff and nontariff barriers affecting specific products in both the agricultural and industrial areas. Work is also continuing on the development of a multi-country draft of a safeguards agreement, and the U.S. delegation is holding frequent, informal meetings to discuss dispute settlement mechanisms, balance of payments issues and export restrictions.

A high level meeting, called a Ministerial level progress review, will occur here April 10 to take stock of achievements in the current rapidly accelerated phase of negotiations. The ministers will be examining progress against deadlines and looking ahead at the schedules in the light of plans to have an MTN package ready by July.

INTERNATIONAL

Deputy Special Trade Representative Alan W. Wolff and other U.S. officials visited India, Singapore, Malaysia, Australia and New Zealand Jan. 27-Feb. 11 to discuss trade policy questions, concentrating on the Multilateral Trade Negotiations (MTN), but exploring bilateral problems as well. A principal U.S. goal was to stress the importance of successfully concluding the MTN by the July 1978 target agreed to in January by the major trading countries. In talks with India, Singapore and Malaysia, additional emphasis was given to reaching early agreement in the tropical products area of the MTN and to other issues of interest to developing countries. The meetings in Australia and New Zealand focused on agricultural trade.

The India visit on Jan. 30 and 31 was a follow-up to President Carter's meeting Jan. 3 with Prime Minister Desai. The discussions between the U.S. delegation and officials from India's Ministry of Commerce yielded positive results. The parties

reaffirmed the MTN goals of trade expansion and agreed that successful conclusion of the MTN, including an agreement on tropical products, by mid-July was imperative. The Indian delegation called attention to India's Alexander Committee Report, which recommends major import liberalization. The Indians noted that U.S. requests would be taken into account in decisions on liberalizing India's imports. The U.S. Indian talks also reaffirmed the need to improve the international trading framework in the context of the MTN, so that developing countries may participate more fully in the international trading system. In addition, the Indian delegation raised concerns about United States trade actions on textiles and steel.

In Malaysia, Ambassador Wolff met with the Minister of Primary Industries Datuk Amar Haji Abdul Mahmud and Deputy Prime Minister Dr. Mahathir Bin Mohamed. In that meeting, concern was expressed over growing world-wide protectionism with the Minister of Primary Industries indicating Malaysia's opposition to protectionist trends and general support for the U.S. position favoring liberalization in the MTN. Simultaneous working-level talks were held between Assistant STR Stephen Lande and Malaysian trade policy officials. These discussions were extensive, covering the tropical products issue, U.S. offers of trade concessions to Malaysia and the restriction of Malaysian exports of canned pineapple to the United States.

In Singapore Ambassador Wolff met with top government officials in the Ministries of Finance and Foreign Affairs and with Prime Minister Lee Kuan Yew on Feb. 3. Again, the imperativeness of successfully ending the MTN, including the tropical products negotiations, was emphasized. It was recommended that Singapore and other LDC's participate actively in the MTN negotiations on all issues.

In the trade consultations with Australia, the MTN review was dominated by discussions on improving and expanding agricultural trade. The Australians, with their large volume of agricultural exports, are especially interested in improving their access to agricultural markets. The United States noted their agreement with the Australians that the MTN could not be concluded without substantial progress on agricultural trade liberalization. Particular agricultural product interests were also discussed. On the other MTN issues, the meetings cited the need for progress in negotiating codes of conduct improving international trading rules, including those on subsidies and offsetting measures, safeguards, and issues concerning the international trading framework.

On Feb. 9 and 10 Ambassador Wolff and his party met with senior New Zealand officials, including Brian Talboys, Deputy Prime Minister. In the discussions of basic MTN goals, achieving a substantial agreement on agriculture was singled out for particular attention. Like the Australians, the New Zealanders are most interested in increased access to foreign markets for agricultural commodities. Interest was also expressed in the outcome of the recent bilateral talks between Japan and the U.S. (which included some modest liberalization of certain Japanese agricultural imports). Overall, the visits to India, Singapore, Malaysia, Australia and New Zealand underlined the importance we attach to all countries participating fully in the MTN and accentuated the July deadline for successfully concluding the MTN.

BRAZIL'S STEPS TOWARD POLLUTION CONTROL SPUR MARKET FOR EQUIPMENT

Pollution control is just beginning to be perceived as necessary in Brazil, and the country is currently defining and implementing its pollution control policies. Within the next few years several hundred million dollars are likely to be spent on private and public pollution contract projects. The favorable reputation that U.S. firms enjoy in this field places them in an excellent position to market their products and technology.

After participating in a recent exhibition at the U.S. Trade Center in Sao Paulo, suppliers of such equipment projected their 12-month sales at $7 million, a good indication that the firms had made solid business contacts.

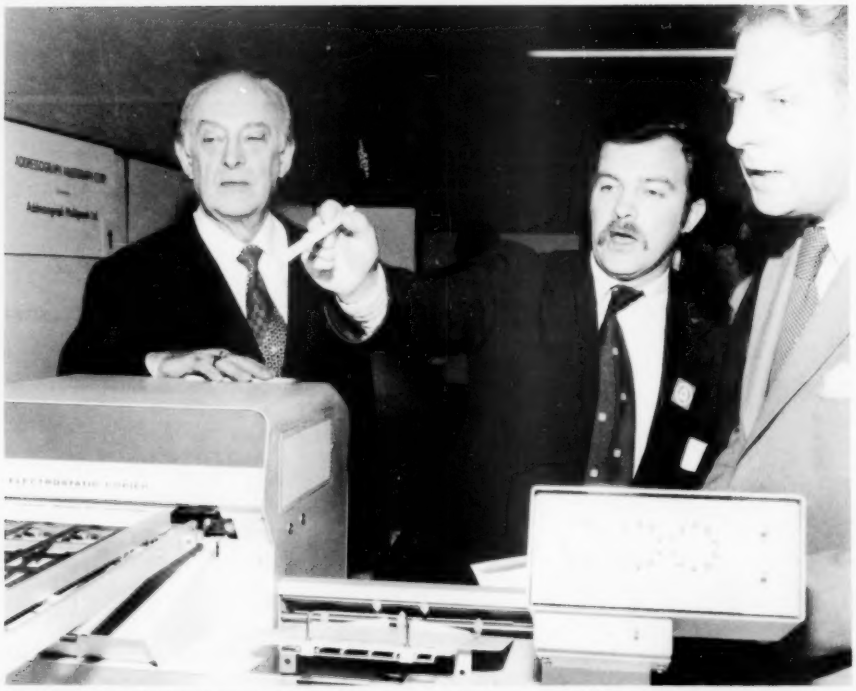
Because of its timeliness, the exhibition received widespread publicity. Of special note was the visit by the Governor of the State of Sao Paulo, who chose the occasion to announce a $150 million World Bank loan for purchase of pollution control equipment.

According to observations by participants in the event, U.S. firms compete among themselves, and U.S. industry dominates the market for imported products. Brazilian firms provide competition in hydrasieve screens, water softeners, chemical feeders, electrostatic precipitators, fabric filters, PVC pipes, tanks, and some air pollution control equipment. German companies compete in scrubbers, portable dipper flowmeters, and automobile catalytic converters. Japanese firms are limited mostly to air pollution control systems and wastewater treatment equipment.

U.S. equipment is generally price competitive, but credit terms are said to be better from European and Japanese suppliers.

The expected average annual market growth for pollution control equipment is in the range of 80 percent for 1978 and 83 percent for 1979-80. U.S. exports have favorable potential in relatively sophisticated instrumentation for control and monitoring. Equipment in demand that is not manufactured locally is, for air pollution control, special parts such as electrodes, high-tension rectifiers for electrostatic precipitators, teflon filter bags, and projects and design; and for water control, packaged sewage treatment plants, oil spill control, pump stations and sophisticated pumps, and chemical feed and chlorination equipment.

AT TRADE CENTER, SAO PAULO—*Brazilian industrialists showed a keen interest in U.S. technology during the pollution control equipment exhibition, and most visitors remained for extended periods to discuss the products at length.*



PRINTING EXHIBITION IN U.K.—*London U.S. Trade Center Director Charles M. Shaw (left) listens as representative of Addressograph-Multigraph Corp. (center) describes products to Sir Richard Marsh, Chairman of Newspaper Publishers' Ass'n.*

Use Of Computerized Typesetting Equipment Gaining in United Kingdom

At USAPRINT '77, an exhibition of printing and graphic arts equipment in the U.S. Trade Center, London, 25 exhibiting American firms found strong demand for printing products, particularly for computerized typesetting equipment. More than 1,500 registered trade visitors attended the show and concluded deals worth over $1 million. Moreover, the participating U.S. exporters estimated that, within the next 12 months, sales as a result of the exhibition would exceed $13.25 million.

Among the many successful participants was Fotostar International of California, displaying film fonts for use on photolettering machines. Managing Director R. Trogman commented: "Through this exhibition we were able to penetrate the U.K. market—something we have been trying to do over the past 10 years, and which has finally come to pass with this exhibition." Fotostar appointed two sales representatives and concluded a joint venture agreement during the show.

The United States is the principal supplier of typemaking and typesetting machinery to Britain, accounting in 1976 for $14.6 million worth of equipment sales, representing 48 percent of total imports. In presses and other printing machinery, however, Germany outstrips the United States, with sales of $15.9 million to Britain, compared with U.S. sales of $5.9 million.

The eight exhibitors at USAPRINT '77 who were displaying mainly computerized typesetting equipment expect their orders in the next 12 months to reach some $8.25 million. Among the show's trade visitors, printers of advertising literature and leaflets accounted for more than 50 percent of the attendance and made the majority of off-the-floor purchases.

One of the major issues in Britain's printing industry continues to be the installation of "new technology," primarily phototypesetting, and its effect on job levels and existing skills. Although a number of small provincial newspapers do use the latest techniques, none of the major British newspapers are yet producing with the new equipment—in some instances at least because installation plans have been hampered by union problems. To help strengthen the coming trend, a seminar focusing on the new technology was conducted during the Trade Center exhibition. The meetings attracted 111 from the business community and ten from the press.

Full Range Of Trade Fairs Is Scheduled For Dubai

The Dubai Chamber of Commerce recently concluded an agreement with the London firm of Fairs and Exhibitions Ltd. (FEL) to develop a full range of trade fairs in Dubai over several years. Among those planned for the future are the second Middle East Construction Exhibition, to be held Oct. 29-Nov. 4, 1978; the Middle East Hotel, Catering and Contracts Furnishing Exhibition, Nov. 26-30, 1978; the Middle East Health Care Exhibition, Feb. 18-22, 1979; and the Middle East Boat Show, April 5-12, 1979. The exhibitions will take place at the new Dubai Chamber of Commerce Exhibition Center.

Several trade exhibitions, including the first Middle East Construction Exhibition, already have been successfully presented in Dubai by FEL. The fairs are organized by David Domoney, Sales Director, Fairs and Exhibitions Ltd., 21 Park Square East, Regent's Park, London NW1 41H, England. The exclusive U.S. and Canadian agents are the Exhibition Marketing Group. Interested firms may contact Richard S. Will at EMG, P.O. Box 1390, Arlington, Va. 22210, phone 703-841-1720.

Energy-Saving U.S. Products To Be Publicized Abroad

U.S. products that have energy-saving characteristics will get free world-wide publicity and promotion this spring in a Commerce Department joint effort with the U.S. Foreign Service and the U.S. Department of Energy.

This will happen in a "Special Energy Edition" of Commerce's *Commercial News for the Foreign Service*. The publication, repeating a theme that was successful last year, will feature articles on energy conservation and a special new products section that concentrates on new energy-efficient products for industrial or commercial use.

Eligible products are those that minimize energy consumption in comparison with previous products of similar purpose, or that use an abundant rather than a scarce fuel. To be considered new, a product should be available for less than two years on the American market and not be presently exported to more than three countries on a regular basis.

Inclusion in the *Commercial News for the Foreign Service* is the avenue to subsequent reprinting of notices, in local language newsletters, by 60-70 American Embassies and Consulates abroad. Such newsletters have a combined circulation of over 100,000.

Applications for mention of products in the special energy edition will be taken on a first-come basis, with April 28 as the cutoff. Contact the nearest Commerce District Office for full details.

U.S. Exhibitors Welcome At Genoa Solar Energy Fair

The Genoa International Fair will host its first exhibition of solar energy systems and technology, June 15-18. The event which has the official backing of the European Community and the Italian Ministry of Commerce, will also feature a series of scientific conferences. Contact: Fiera Internazionale di Genova, Piazzale Kennedy 1, 16129 Genoa, Italy; phone 010-595651.

AT U.S. EXHIBITION IN INDONESIA—*The Clark Equipment Co. display attracted much interest at* Dinamika '77 *in Jakarta, where more than 50 U.S. firms displayed a variety of agricultural and forestry equipment.*

INDONESIA WELCOMES U.S. FARM, FORESTRY EQUIPMENT EXHIBITORS

A U.S. exhibition in Jakarta late last year was viewed favorably by the Indonesian Government as an expression of U.S. interest in assisting with the country's development—particularly as the event's thrust, agriculture and forestry, was complementary to Indonesia's own economic objectives. The more than 50 U.S. firms that participated in the exhibition, DINAMIKA '77, had considerable success in finding customers for their machinery and equipment.

Although Indonesian agriculture is still mainly in the hands of smallholders, who do not engage in large-scale farming, the market for heavy agricultural equipment is increasing steadily. Tractors and other heavy equipment will be needed to develop new agricultural estates which are being planned and for the maintenance of existing ones. The transmigration program, which will move farmers from overpopulated areas, will require such equipment for land preparation, road and irrigation construction, and soil tilling. The Department of Agriculture expects to open up new farm areas for dry-land farming in the outer islands which will require tractors and other heavy equipment. About a million acres of new farmland are to be opened up annually in Repelita III, Indonesia's upcoming development plan (1979/80–1984/85).

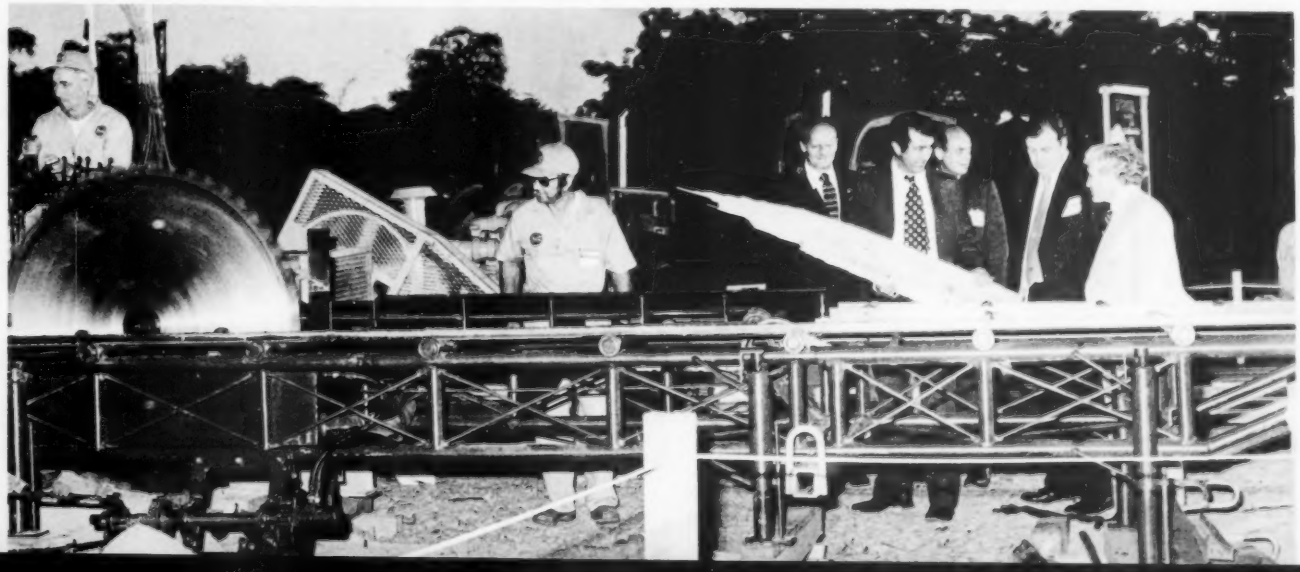
In forestry, opportunities will be especially good for sawmilling equipment. While the market for helicopters (used mainly by large logging companies) and small planes (used in aerial spraying to prevent insect damage to rice, coconut and other crops) is limited, there will be some continuing demand by private and government firms and estates.

Floor sales by the exhibitors totaled $1.2 million—$400,000 by new-to-market firms. Projected 12-month sales totaled $19.5 million—$14.1 by new-to-market firms. Three companies signed representation agreements, with 19 additional under negotiation. About $8.4 million worth of the sales projections were for equipment such as log skidders, loaders and motor graders, mini dredges, and a helicopter and small aircraft used in crop spraying. Expected sales of other equipment used in forestry, primarily portable sawmills, totaled about $2.5 million. Wood processing equipment, mainly for veneer and plywood industries, irrigation equipment, spraying equipment for insect and pest control, and engineering services for turnkey plants in oilseed and related industries all drew substantial sales expectations. Some $2.8 million was projected for grain storage and handling facilities and refrigeration.

A three-day seminar, in which 21 firms participated, was attended by some 600 persons. The seminar not only contributed to the transfer of technology but served to increase attendance at the exhibition.

DINAMIKA '77 was the largest U.S. exhibition ever organized in Indonesia in number of participating companies and those new to the growing market. It was also the first U.S. exhibition in Indonesia since April 1974, when USAQUIP '74 featured agricultural and construction equipment and building products.

LIVE DEMONSTRATION—*Jackson Lumber Harvester's exhibit, a portable sawmill, is viewed by Deputy Ass't Sec. of Commerce Dean Moran (holding wood) and other officials. Sales potential for sawmill equipment is favorable.*



ADJUSTMENTS BY SWEDEN SEEN BRINGING ECONOMY BACK TO HEALTH IN 1980's

The Swedish economy remained in the doldrums in 1977. Real GDP declined for the first time since World War II, the rate of inflation exceeded 13 percent, and the current account deficit was at least 14 billion kronor.

Two factors remain dominant in the short run, according to the U.S. Embassy in Stockholm. Total labor costs must be brought more into line with competitors, and real growth in the OECD must resume its upward movement. The first steps toward adjustment, in the form of moderated wage demands and dampened private consumption, have been taken. This year will see the beginning of recovery, but real GDP will probably rise by no more than 1 percent.

Grim as the short-term appears, it should not distract from long-term prospects and problems. Resources must be shifted into investment in the external sector if the economy is to compete with new, low labor cost producers. Painful reductions in employment and output are in store for shipbuilding and iron ore. Other industries, such as steel, will require drastic restructuring and rationalization, again adding up to reductions in employment. Although profits are at rock bottom, the core of Sweden's export industry, the engineering sector, is able to compete in the world market (thanks partly to krona devaluation).

Declining output, combined with full employment, has kept productivity from rising at all during the last three years, but a considerable "productivity reserve" of more than 4 percent is still on tap. (This means that instead of stagnating in the last three years, productivity could have grown by at least 4 percent per annum if efficiency had been the sole criterion in determining output.) Fears about the effects of the social welfare system on willingness to work are exaggerated, and peripheral benefits, such as reduction in employee turnover rates, have balanced such factors as increased absenteeism.

Critical factor

The key question of the next five years is whether the public will be willing to accept a real growth rate in private consumption of 1.5 percent or less. That rate is mandatory if the necessary adjustment and cost abatement are to be achieved. It is also possible that specific consumer items, such as tourism, will be taxed in order to limit the current account deficit and foreign borrowing during the adjustment period.

The U.S. Embassy remains optimistic that the necessary adjustments can and will be made, with no sizable increase in the unemployment rate, and that the economy will again be in external balance with a reasonable low rate of inflation by the mid-1980's.

Restricted growth of consumer demand and the price effects of devaluation will limit prospects for U.S. exports of both durables and non-durables up to 1980 and even 1981. However, the current dollar/krona ratio gives many U.S. exporters a price advantage which they can exploit to make inroads on the market. The prime chances will come in high quality durable goods and new-technology items—especially at an early stage in the life cycle of such products. Investment goods will not move very well until the second half of 1978, but should do increasingly well thereafter. Even in the immediate future energy-saving and labor-saving machinery will do fairly well.

Salespersons will be well advised to establish relations with purchasing offices of the emerging state-owned firms such as Svenskt Stal (Swedish Steel) and Svenska Varv (Swedish Shipyards), which will be undertaking major consolidation efforts. New production techniques will be actively sought in many other sectors of industry, and firms with new products to license or new technology to market should do well in Sweden. R&D equipment—laboratory testing, data processing, etc.—should do well on a moderate scale.

Annual investment in Sweden by U.S. firms has been falling since it peaked at around Skr 700 million in 1968. The 1976 figure was reportedly around Skr 107 million. This picture should change by 1979, along with overall investment in Sweden. U.S. Department of Commerce figures show that majority-owned affiliates of U.S. firms planned to invest $193 million in 1977, and $206 million in 1978, as opposed to $144 million in 1976. These plans would seem to indicate confidence in long-term prospects of the Swedish economy. Investment will be concentrated in those areas which show greatest promise for the economy as a whole: chemicals, electrical and non-electrical machinery and trade.

Because housing construction is falling well behind long-term projections of need, some form of government support will be necessary beginning in 1978. Makers of construction equipment and appliances may then find solid opportunities to explore.

On the financial side, U.S. institutions can look forward to continuing lending opportunities in Sweden through the rest of 1978 and into 1979. Although the basic preference for self-financing of investment would otherwise reduce demand for credit thereafter, Sweden will probably not be in balance in its current account by that time. Credit policy will probably encourage firms to continue to borrow abroad until 1982 and after. Firms such as SKF and Volvo will in any event continue to

SWEDISH VISITORS—*Members of Swedish Trade Mission visiting the Tool Steel Gear & Pinion Co., Cincinnati, were Anders Wall, left, President of G & L Beijer AB, a Stockholm import-export firm, and Hans Grundstrom, right, President of the Swedish Federation of Crafts and Small and Medium-sized Industries. J. E. Haeckl, center, Tool Steel's Manager of Export Sales, conducted the visitors through the firm's plants.*

do much of their financing abroad because the Swedish financial market is not large enough to handle their needs. The Embassy anticipates that official borrowing will have diminished considerably by 1980.

SPAIN'S AUSTERITY COURSE IS EXPECTED TO RESULT IN A HEALTHIER ECONOMY

Spain's political transition to democracy is progressing smoothly, and attention is focusing more on troublesome economic problems. The economic stabilization program which the government began implementing in the second half of 1977 is reducing the growth of the money supply and limiting wage increases. This overdue belt-tightening will slowly result in a healthier Spanish economy, according to the U.S. Embassy in Madrid. The beneficial effects of the austerity program won't be felt this year, however, as Gross Domestic Product is forecast to rise only about 1.1 percent, down from the approximately 2.5 percent rate of last year.

In 1977 consumer prices rose 26 percent and the balance of payments deficit on current account was an estimated $2.4-2.8 billion. These figures help describe a major economic malady which can only be fully cured over time. To achieve such a cure the Spanish Government is carrying out a comprehensive and much-praised economic program which involves both austerity measures and structural reforms.

Last fall the government's economic program received a significant boost when all of Spain's major political parties signed the Moncloa Pact on economic policy. The pact binds the parties to the broad outlines of the government's economic policies for 1978, and to specific limitations on the growth of the money supply and on wage hikes.

The sizable U.S. business investments in Spain are larger than those of any other foreign nation, and more than 12 percent of Spain's imports are from the United States. Last year Spain imported more than $2 billion worth of U.S. goods. A broad range of relations between the United States and Spain are the subject of a 1976 Treaty of Friendship and Cooperation. The two governments are currently negotiating a treaty to provide relief from the double taxation of income.

The European Common Market is Spain's principal trading partner, although none of its member countries sells more to Spain than the United States. It has now been agreed that Spain itself should become a full EEC member, and membership negotiations are expected to begin in 1979. These negotiations are unlikely to be completed before 1982. Following the actual accession of Spain to the EEC there will be additional agreed transition periods during which tariffs will be mutually dismantled and EEC norms adopted by Spain.

The continued slow pace of economic activity forecast for Spain in 1978 suggests that the general level of imports will remain constant or increase only slightly. Nevertheless, Spain remains a major, attractive market for U.S. products, with the position of price-sensitive U.S. goods improved slightly by the weakening of the dollar vis-a-vis the peseta since the mid-1977 devaluation.

The substantial and relatively smooth transition to democracy, plus improvement in basic economic indicators, has resulted in increased optimism among foreign businessmen close to the scene. Although major questions remain to be addressed (such as approval of a new constitution and wage negotiations), a June 1977 survey indicated an increased level of capital expenditures by majority-owned affiliates of U.S. companies in Spain, expected to total U.S.$643 million in 1978.

Opportunities for U.S. exports

Opportunities for increased exports exist in a number of sectors. The Moncloa economic agreement emphasis on the construction of additional educational institutions and on low-cost housing implies increased purchases of building and construction equipment. The equipping of these educational institutions plus the strengthening of university science programs provides increased opportunities for the sale of U.S. research and instruction equipment. The agreement also embodies a policy of accelerated development of Spain's own energy resources, of increased R&D on alternative energy sources (especially solar) and optimization of the electrical transmission and distribution systems. This should provide sales opportunities for on and offshore drilling equipment, coal mining equipment, laboratory and scientific instruments, state-of-the-art electric load management and real-time flow instrumentation and related engineering services, as well as for large solar energy systems (particularly pitch control and electricity storage devices) and geothermal technology.

A solid market for U.S. goods continues for data processing equipment, laboratory instrumentation, organic chemicals, and iron and steel scrap.

U.S. companies interested in selling to Spain should contact the nearest District Office of the U.S. Department of Commerce. The American Chamber of Commerce in Spain is also willing to assist U.S. companies entering the Spanish market or seeking to expand sales there. The Chamber's headquarters are located at Edificio Torre de Barcelona; the Chamber also has an office in Madrid located in the Hotel Eurobuilding, Office 9-A, Calle Padre Damian 23.

Turkey Begins Implementing Economic Stabilization Plan In An Effort To Halt Slide

Severe inflation and a shortage of foreign exchange are causing serious problems for Turkey's economy. Real growth slowed from a 7.2 percent rate in 1976 to some 5.5 percent in the first half of 1977. The downward trend continued in the second half, and current projections indicate that a growth rate of 5 percent or less was achieved over the full year. The slide is continuing as curtailments in industrial production resulting from Turkey's foreign exchange shortage are felt, and Turkey may do well to achieve any real growth in 1978.

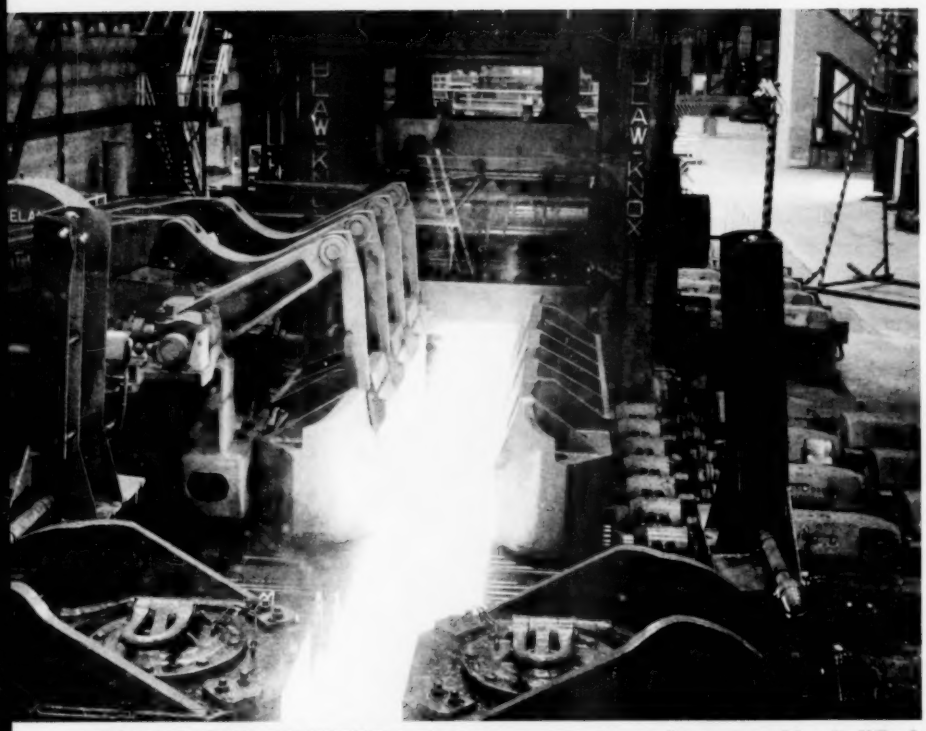
In September, notes the U.S. Embassy in Ankara, Turkey began implementing an economic stabilization program designed to control domestic inflation and ease its balance of payments deficit. At the same time, the government continued negotiations in Ankara with a delegation from the International Monetary Fund in an effort to obtain much-needed balance-of-payments support. Current indications are that if Turkey limits budgetary expenditures and establishes a realistic rate of exchange for its currency, such support may be forthcoming.

The outlook is for a continuation of Turkey's current stagflation throughout 1978. Basic economic reforms will require considerable time to effect an increase in Turkey's foreign exchange earnings sufficient to bring its international balance of payments close enough to equilibrium that foreign lending can close the gap on commercial terms. One-shot credits for balance of payments purposes will not solve Turkey's fundamental economic problems. However, a substantial amount of such financing is needed to keep the Turkish economy from grinding to a halt for lack of imported raw materials while an economic stabilization program takes effect.

Foreign creditors of Turkey may have to tolerate delayed payments for many more months. Some expect this problem to persist for the next two or three years. How long Turkey's current foreign exchange shortage persists depends upon how effective the government is in implementing an economic stabilization program. Even if Turkey manages to qualify for the financing it hopes for, its imports in 1978 are expected to be decreased to $4.5 billion, as compared to almost $6 billion in 1977. For an economy with imports equivalent to 13 percent of GNP in 1977, such a contraction of imports could have serious effects on investment.

Areas of special interest

At present, opportunities for U.S. exporters are limited by the Turkish external payments situation. Although it is not yet entirely clear how and when this problem ultimately will be resolved, it is



ACTIVITY SLOWS IN TURKEY—*A shortage of foreign exchange is making it difficult for industry to acquire imported raw material input. Above, the Eregli Steel Mill.*

evident, as noted above, that either the annual level of Turkey's imports will be reduced or exporters to Turkey will have to be prepared to accept long delays in payments. But U.S. exporters would be well advised to keep in mind the long-term outlook with respect to Turkey, which has great potential as a large developing market.

For the short-term, opportunities will be concentrated in a few priority sectors. Probably the most important of these is electric power generating equipment. Turkey currently suffers from a power gap caused by a shortfall in generating capacity as compared to demand, which is increasing more rapidly than expected. To close this gap, Turkey is expected to place great emphasis on accelerated development of power generating facilities, giving rise to a wide range of sales opportunities for U.S. manufacturers of equipment associated with electric power production.

Another sector of the Turkish economy that will be aggressively developed is production for export. As Turkey's exports are largely food and textile products, this should enhance market prospects for food processing and packaging equipment, textile machinery, and, to some extent, agricultural machinery and equipment. In the latter case, prospects may be of a specialized nature, however, because of the availability of a variety of equipment produced locally under foreign license.

Finally, the largest single category of U.S. exports to Turkey in recent years—construction equipment—is likely to remain of considerable interest to U.S. suppliers, both in the short and long-term. Payments' difficulties have affected this market in recent months, but if Turkey is to create the base for a return to financial viability it must continue to build and develop. To do this it must be continually renewing its construction machinery, already largely of American origin. American exporters should not fail to keep this market open.

Turkey Establishes Rules For Retail Credit Sales

Turkey's first regulation on installment credit for retail sales went into effect Feb. 1. The new regulation limits interest rates and the repayment period under which retail stores may sell certain major products through delayed payment plans, and requires substantial down-payments. The main purpose is to curtail aggregate demand by decreasing sales on credit.

Maximum period for repayment of installment loans will now be 24 months for purchases of major agricultural equipment and machinery, buses and trucks; 18 months for automobiles; 12 months for furniture, rugs and boats; 10 months for most electrical appliances; and 6 months for radios, tape recorders and musical instruments.

Substantial down-payments must now be made in cash when merchandise is received, in addition to a deposit that a retailer may choose to require when an order is placed. Minimum down-payment is 20 percent for major agricultural machinery and equipment, 25 percent for durable consumer goods, and 30 percent for automobiles, buses and trucks. The deposit may be no more than 10 percent of the product's price, except for automobiles, buses and trucks, for which it may be 20 percent.

Annual interest rate on installment loans is limited to 20 percent, to be calculated at 1.68 percent monthly. Customers must always be allowed the option of paying in cash. A truth-in-lending provision requires firms to post terms of sale, including comparison of price with and without credit.

Turkey Issues Two Rulings Dealing With Import Financing

The Turkish Government is restricting imports on acceptance credit terms (deferred payment up to 180 days) to goods specified in a published list. This listing, in effect, substantially reduces imports made on acceptance credit terms, which originally were introduced as a means of reducing Turkey's short-term debt. In another action, the government issued a decree stating that persons residing abroad with convertible Turkish lira accounts in Turkey may request that part of the account be diverted for the purpose of financing imports.

As of Feb. 16, the following goods may be imported into Turkey on acceptance credit terms: imports within the export encouragement and development quota for equipment needed by exporting industries; iron and steel imported by the public sector; iron ore; fertilizer and fertilizer raw materials; medicines, raw and intermediate materials and packaging materials for medicines; pharmaceutical materials; agricultural insecticides and related raw materials; coal; petroleum; fuel oil; LPG; diesel fuels; certain parts for trucks, tractors, buses, bulldozers and construction machinery; and certain chemicals imported only by PETKIM, the State-owned petrochemical complex.

The ruling on Turkish lira accounts is designed to increase the inflow of foreign exchange. It stipulates that persons residing abroad may specifically request that up to 30 percent of 3-year time deposits, up to 40 percent of 4-year time deposits and up to 50 percent of time deposits of 6 years or more be used for the financing of import requirements by any Turkish firm or designated agent in Turkey. In addition, under this ruling any foreign company with business interests in Turkey which opens a convertible deposit account for a 6-year term may notify the Turkish authorities that 50 percent of the deposit be used by a Turkish company for import-financing purposes. Import requests effected under this financial arrangement will also be given a higher priority.

Panama Marks Time While Treaties Are Debated; Many Projects Are In The Works

Concerns regarding the new U.S.-Panama Treaties have been influencing economic attitudes and outlook in Panama and will continue to do so until the Treaties are settled. For the present, reports the U.S. Embassy there, Panama's economy is moving at a slow pace while business maintains a "wait and see" attitude. Unemployment has been fairly high in the major urban centers and the government has recently taken special steps to reduce it. It is generally felt that approval of the Treaties would give an important psychological boost to the economy as well as specific development opportunities, particularly in service areas related to shipping and commercial activities.

The government is moving ahead on a number of public works projects which offer opportunities for foreign equipment and technology, although at a somewhat reduced rate, reflecting national concern over the growing debt and debt service burden. While Panama, like most developing countries, is a debtor nation and will continue to be for the foreseeable future, it holds an enviable repayment record and has a good credit standing in international financial circles.

Billion-dollar market

Notwithstanding the present economic stagnation, Panama continues to be a promising market for U.S. consumer and capital goods because of its expanding free trade zone—claimed to be the world's largest after Hong Kong—and its liberal monetary and trade policies. The presence of a large international banking center provides financial support for commercial development and trading activity, thereby making Panama the Singapore of South America. Panama's import market —including that of the Colon Free Trade Zone—has exceeded the billion-dollar mark.

Traditionally, the United States is Panama's most important trading partner, supplying over one-third of Panama's imports, excluding petroleum products. Major imports are machinery and equipment, automobiles and trucks, textiles, chemicals, grains, vegetable oils, processed food, and paper products. Other significant trading partners are West Germany, Venezuela (petroleum), Japan and the Central American countries.

Panama's foreign exchange earnings from U.S. Government agencies in the Canal Zone, consisting primarily of salaries and wages of Panamanian citizen employees, and direct sales of goods—especially petroleum products—and services, are well over $200 million annually.

Panamanian business practices are complex. Therefore, it behooves new-to-market companies to seek local representatives well versed in both the domestic market and Colon Free Trade Zone operations. Companies interested in public bidding participation are required by Panamanian law to have a Panamanian agent. The U.S. Department of Commerce and its District Offices offer varied types of foreign trade promotion services for American companies. Especially useful is the Department's Overseas Business Report *Marketing in Panama* (OBR 76-29), available for 50 cents per copy from any Commerce District Office, or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Where the opportunities are

The government's $2.7-billion, Five-Year National Development Plan initiated in 1976, and the five-year Eximbank, AID and OPIC financial assistance of almost $300 million contemplated in connection with the new Panama Canal Treaties, offer vast opportunities for U.S. products and related services in the near future. Good prospects exist in such sectors as minerals, fishing, agro-industries, hydroelectric, geothermal, windmill and solar power, ports and highways, low-cost housing, and tourism. Noteworthy for possibilities of more U.S. contract work and machinery and equipment are joint Government of Panama-private company projected ventures concerning the $1 billion-Cerro Colorado copper project in Chiriqui and the $47 million-Puerto Armuelles oil storage and transshipment facility for the transport of surplus Alaska crude oil to America's Gulf and East Coast refineries.

Government-sponsored projects

Following are government-sponsored projects, either in progress or contemplated, offering potential business to U.S. trading, engineering, and subcontracting enterprises:

Projects under way—Tocumen International Airport; tourism expansion (Old Panama City improvements, International Convention Center); La Estrella — Los Valles Dam and Hydroelectric Generating Plant (Swedish venture); Colon Free Trade Zone expansion; low-cost housing; agriculture and livestock development; telecommunications improvement and expansion; Inter-American Highway construction; grain storage facilities; Calzada Larga Cement Plant (Danish venture); Chorrera-Tocumen Highway; rural health schemes.

Projects under study or new initiatives—La Fortuna Dam and Hydroelectric Generating Plant (300 MW); copper deposits at Cerro Colorado (U.S. venture), Cerro Petaquilla (Japanese), Cerro Cherche and Rio Pito; coal deposits in Tonosi; manganese deposits in Colon Province (U.S. venture); offshore oil exploration (Texaco in the Atlantic); Darien gold deposits; Atlantic coast container port (Canadian);

MODERN FACILITY IN PANAMA—*This shopping, office and apartment complex was recently built in Panama City. Construction, like the rest of the economy, has been moving slowly, but ratification of the Canal Treaties would probably quicken the pace.*

Vacamonte fishing port; sawmill, resin plant, waferboard factory and forestry in the Bayano area (Canadian-U.S.); Bayano industrial park; African Palm Oil; Colon Water Supply and Purification system; and geothermal energy.

Companies specializing in forestry, especially reforestation, may wish to contact directly Ing. Irving Diaz, Director, Directorate General, Renewable Natural Resources, Ministry of Agriculture & Livestock (MIDA), Apartado 5390, Panama 5, R.P.

Other ventures in various stages

The government-sponsored National Finance Corporation (COFINA) has been publicizing the following specific ventures:

Projects under way—Glass container factory.

Under preliminary consideration—Vegetable and fruit processing, including soybean oil and products, banana flour, cashews, pineapple, and vegetable dehydration; mangrove tree plantation; processing plants for tuna and shrimp remnants for nutrition feed for livestock; production of salt, ethylene, caustic soda, ammonia, clorox, sulphuric acid, and hydrogen; garbage material processing, polyethylene plant; factories for pencils and flashlight batteries; assembly of air-conditioning units; shock absorbers; bicycles; fertilizer plant.

Under feasibility study—Transportation terminal; plants for dairy products; shrimp farm (Ralston Purina); pulp and paper; oil from rice bran; processed meat; fish nets; refinement of used oil; foundry; study of aerial and international passenger transportation.

Under evaluation—Plants for hydrated lime, rum and African palm oil; molasses.

Evaluated projects pending decision or negotiations for financing—Holiday Inn at Tocumen International Airport, hotel near International Convention Center.

For further information, communicate directly with Dr. Eduardo Tejeiras, General Manager, COFINA, Apartado 6-2191—El Dorado, Panama, R.P. Telephone: 64-6573.

U.S. Suppliers of Polyethylene Get Opportunity In Denmark

Denmark's only naptha cracking and polyethylene plant closed March 1. Its compounding facility, however, remains active.

The annual production capacity was 40,000 metric tons of low density polyethylene (LD-PE), most of it consumed by the domestic market, with some exported to other European countries. According to the company, Maersk Kemi A/S, the plant was closed due to heavy competition from other more modern and larger European plants. Operations have been unprofitable for some time.

With the closing of the facility, Danish plastics companies that had used the plant as a source of supply of raw material will be looking elsewhere for low density polyethylene.

U.S. suppliers of low density polyethylene interested in the Danish market can obtain a list of Danish companies engaged in plastics manufacturing and plastics raw materials by contacting the Country Specialist, Nordic Section, Industry and Trade Administration, U.S. Department of Commerce, Washington, D.C. 20230.

Activity In Foreign Markets Key To Hong Kong Prospects

Hong Kong's Gross Domestic Product grew 7-8 percent in real terms in 1977, reports the American Consulate General there. The economy should expand at a similar annual rate this quarter, but longer predictions are difficult in view of uncertainties in Hong Kong's foreign trade prospects.

Domestic consumption and investment were major contributors to 1977 overall growth, exceeding previous forecasts, while export volume—only 4 percent above 1976—is but half of an earlier official prediction and far below the 28 percent real increase in exports by value in 1976 compared to the year before. This fall-off in export growth has caused the government, through its energetic Trade Development Council, to launch probably its most ambitious export expansion campaign to date. A long list of trade shows, sales missions and other promotional activities are already scheduled for both traditional and newer overseas markets, the latter including the Middle East, Africa and Central and South America. Still, demand for Hong Kong's exports in 1978 will continue to depend heavily on economic growth in its principal markets. Assuming 4-5 percent real annual growth in the United States and EEC countries and commensurate consumer demand, Hong Kong exports should expand at a somewhat faster pace than in 1977.

Consumer prices should rise moderately over the next several months, but wage rates, still rising in a tight labor market, will probably stabilize if overseas demand for Hong Kong's exports remains soft. The United States will continue to be an important supplier to Hong Kong's principal export industries, most notably textiles and electronics. American foodstuff exports to Hong Kong should continue to increase, and a wide variety of American consumer products should likewise find Hong Kong a good market. Hong Kong's exceptional real economic growth in 1976 brought personal income to a level that promises continued and perhaps growing demand for U.S. consumer goods.

The American exports that sell best in Hong Kong are those which supply the territory's own exporting industries and feed the population's rising living standards. Agricultural products fit this formula on both counts. With cotton spinning a bulwark of Hong Kong industry, continued strong sales of American cotton are likely. Through June 1977, American cotton fiber held 54 percent of the Hong Kong market, with sales of $104 million, almost double the value of all 1976 sales. American food products likewise have an appetizing future in Hong Kong. Fresh fruits and vegetables, frozen and other processed foods, should grow in importance as American exports.

Hong Kong's imports of U.S. electronic components have kept pace with the growth of Hong Kong's electronics industry. In sales of computer componentry, American products should retain their commanding 80 percent market share for the near future. Generally speaking, the United States has become the principal supplier to the most sophisticated segments of the Hong Kong electronics industry.

With Asia's third-highest per capita GDP, Hong Kong's population can afford to indulge American consumer tastes in home furnishings, fashions and foods. Hong Kong sales of American household appliances should continue to increase. Already, U.S. manufacturers have 60 percent of the Hong Kong air-conditioner market, with imports this year totaling $11 million through June. Marketing of home refrigerators, washers, dryers and light "convenience" appliances has proven successful, and the current residential construction boom holds good prospects for these products.

U.S. presence is substantial

The United States continues to be Hong Kong's leading foreign investor. In October 1977, American equity in manufacturing was $221.3 million, 51 percent of all foreign investment in that sector. U.S. firms' positions in other sectors of the economy have not recently been tallied, but their total at least equals the U.S. investment in manufacturing. Capital investment aside, several hundred U.S. companies make Hong Kong their regional bases or operate in the local market.

Opening Hong Kong's Legislative Council in October, the Governor characterized relations with the People's Republic of China as being in an "excellent state". The Chinese authorities' willingness to supply Hong Kong an additional 6 billion gallons of water annually, to see Hong Kong through a prolonged drought felt with equal severity in neighboring Kwangtung Province, provides one symbol of this relationship. Increasing PRC investment in Hong Kong commercial, industrial and residential real estate gives further evidence that China does not wish to disturb Hong Kong's status quo.

COMMERCE UPDATE
ON THE DOMESTIC SCENE

JANUARY INDICATORS DECLINE--The composite index of leading indicators decreased 1.9 percent in January. Commerce Secretary Kreps commented that this "tells us much more about the weather in January than it does about future trends. The adverse climate in the first part of the year is unlikely to have any lasting impact on growth and employment for 1978. The tax reductions and other economic policies the President has recommended continue to be appropriate. With adoption of those policies, we expect the Administration's forecast of continued healthy growth this year and next to be realized."

HOUSING SURVEY--The Census Bureau will begin its annual survey of housing characteristics in April, covering 15 of the nation's 60 metropolitan areas. This year occupants, landlords, and realtors will be surveyed about their dwellings in Atlanta, Cincinnati, Colorado Springs, Columbus, Kansas City, Newport News-Hampton, New Orleans, Paterson-Clifton-Passaic, Philadelphia, Riverside-San Bernardino-Ontario, Rochester, San Antonio, San Diego, San Francisco-Oakland and Springfield-Chicopee-Holyoke.

WHITE HOUSE ECONOMIC CONFERENCE--A follow-up meeting to the recent White House Conference on Balanced Economic Growth and Development is being held March 13 to help develop the conference's final report. Among those at the meeting will be Commerce Secretary Kreps. More than 500 U.S. citizens from nearly every walk of life came to the conference to discuss and make policy recommendations on major economic development issues.

SEA GRANT TO NEW YORK--A $1.4 million grant to the New York Sea Grant Institute (the State University of New York and Cornell) for 50 research projects has been made by Commerce's National Oceanic and Atmospheric Administration. In one project Cornell scientists will continue developing and marketing new foods from the ocean. Earlier, using previously wasted fin and shell fish, New York researchers have successfully test-marketed such new products as frozen minced fish, canned seafood chowders and fried fish "crispies."

FAMILY INCOME STILL DECIDES COLLEGE ATTENDANCE--A Census Bureau study shows that high-income families are three times as likely to send their children to college as low-income families. But enrollment rates rose seven percentage points between 1967 and 1976 for the families at the low end of the income scale and dropped 10 points for those at the other end. This was in a period when overall college enrollment rates stayed about the same.

OFFSHORE FISHING ZONE A SUCCESS--America's 200-mile fishing zone ended its first year March 1 as a success. The domestic catch equalled 1976 levels while foreign fishing declined drastically. This meant depleted stocks had the chance to begin rebuilding. Early signs also indicate new vigor in the U.S. fishing industry. Orders for new fishing vessels are up, and new interest is seen in investment in fishing gear and processing equipment.

ASSISTANCE TO SHOE FIRMS--In the past six months 75 U.S. shoe firms have applied to the Commerce Department for trade adjustment assistance, compared with 34 such applications in 15 previous years. Aid under a special Commerce program can include government loans and loan guarantees and assistance from consulting teams of shoe industry specialists. Meanwhile, imports of shoes have leveled off, even from countries not covered by negotiated limitations on shipments, and there are signs of increased production domestically.

THE 1977 HOUSING CONSTRUCTION RECORD--An estimated 1,652,100 new privately owned housing units were completed in 1977, according to statistics derived from sample surveys and released by the Census Bureau and the Department of Housing and Urban Development. This is 21 percent above the 1,362,100 units completed in 1976.

"CAN DO" ON "HOW TO"--The Small Business Administration has centralized its distribution system for its 125 free "how to" small business management publications. They range from "Locating or Relocating Your Business" to "Getting the Facts for Income Tax Reporting." The new system aims to shrink six-month response backlogs to a maximum of five days. Address requests to SBA at P.O. Box 15434, Fort Worth, Texas 76119, or call toll-free on 800-433-7212.

Broadened Consumer Price Index Provides Better Gauge of Inflation

This article was written by Chief Economist Courtenay M. Slater in collaboration with staff economist H. Kemble Stokes, Jr.

Dr. Slater

The Bureau of Labor Statistics recently completed a major revision of the consumer price index (CPI). With the release of the January CPI, two new price indexes were featured: a revised index covering the traditional urban wage and clerical worker and a new index covering the entire urban population. These indexes differ primarily with respect to population coverage and resulting buying patterns. Both indexes reflect updated benchmark information and procedures. These changes will mean that the CPI more nearly reflects the prices and quantities of goods and services of current consumer purchases.

For many years the consumer price index has played a prominent and popular role in the battery of statistical information. It is used by the Federal government to adjust payments under a number of programs; it is used by the private sector to automatically adjust wages under collective bargaining and other labor agreements; it is used to gauge the success or failure of the government's economic policies; and it is used to deflate many of the current dollar series in the estimation of gross national product. Such wide usage requires continual efforts to maintain the reliability of the index.

Strictly speaking, the CPI is a measure of price change, not of changes in the cost of living. It is a fixed-weight index of the prices paid by a specific population group for a particular bundle of goods and services. The index measures the extent to which the price of this "market basket" has changed over time. Such an index differs from a cost-of-living index, and intentionally so, by the assumption of a fixed market basket. The cost of living is influenced by changes in the type and quantity of purchases as well as by price changes.

A first requirement for making the CPI estimates is to determine the composition of the market basket of goods and services. Until the new index was released, the CPI had been calculated using a market basket based on a 1960-61 Consumer Expenditure Survey. That data had been introduced into the index in January 1964 and thus did not reflect changes in buying patterns during the past 15 years. The revised index is based on more nearly current spending patterns as evidenced from the 1972-73 Consumer Expenditure Survey. This survey was conducted jointly by the Bureau of Labor Statistics and the Bureau of the Census. The primary household sample included about 20,000 families in 216 different areas of the country. In addition, another 20,000 households were asked to keep a diary of purchases in order to determine the buying habits for those items which are small in value, but frequently purchased.

When viewed over the longer run, changes in the CPI market basket have been quite significant. In the period 1935-39 urban wage and clerical workers spent about 35 percent of their budget on food purchases. By 1963, however, the food component had dwindled to only 25 percent. The recent revisions have reduced this even further. The share of housing expenditures remained largely unchanged between 1935-39 and 1963 but rose sharply in 1972-73. Transportation expenditures in the new index rise as a share of the budget, while the share of apparel and upkeep declines. These new estimates provide a sounder footing from which to estimate an average, and representative, price change.

These changes in the distribution of consumer spending among major categories stem from differences in the rate of price advance in these sectors, changes in consumer preferences, and growth of real income. Prices of food rose more rapidly during the 1963 to 1972-73 period than the general price level; yet the consumer budget share spent on food declined as rising real incomes permitted more discretionary spending on other items. Housing prices rose only slightly more rapidly than the general price level, but the budgetary share rose sharply, reflecting a real increase in the share of housing expenditures. Prices of transportation services rose less rapidly than the general price

Consumer Price Index market basket by major expenditure group, benchmark year

Percent distribution

Major group	Wage earners and clerical workers				All-urban consumers
	1935-39	1952	1963	1972-73	1972-73
Food and alcoholic beverages	35.4	32.2	25.2	20.4	18.8
Housing	33.7	33.5	34.9	39.8	42.9
Apparel	11.0	9.4	10.6	7.0	7.0
Transportation	8.1	11.3	14.0	19.8	17.7
Medical care	4.1	4.8	5.7	4.2	4.6
Entertainment	2.8	4.0	3.9	4.3	4.5
Personal care	2.5	2.1	2.8	1.8	1.7
Other goods and services	2.4	2.7	2.9	2.7	2.8

Note: Relative importance for the survey periods 1934-36, 1947-49, 1960-61, and 1972-73 updated for price changes.
Source: The Consumer Price Index: Concepts and Content over the Years, Report 517, Bureau of Labor Statistics, 1977.

level, but the real share increased strongly. The lower than average price advance of apparel and upkeep kept down the budgetary share of this group.

Price Changes In Percent
(1963 to 1972-73)

Total	41
Food	45
Housing	43
Apparel and Upkeep	36
Transportation	31
Medical Care	58
Personal Care	31
Reading and Recreation	34
Other Goods and Services	40

The urban wage earner and clerical worker, on whose buying patterns the index historically has been based, is actually a fairly restrictive classification. A person is a wage or clerical worker if 50 percent of the income is derived from those occupations and if that person has worked for a minimum of 37 weeks during the year. Earlier definitions were even more restrictive, requiring a specific income range and being limited to families with an employed head of the household. Single persons were excluded. In 1964 the covered population included about 45 percent of the total non-institutional population. However, by 1977 the covered population had declined to only one-third of the total.

The new all urban index includes all those who live in places with 2,500 or more persons. Thus it includes not only wage earners and clerical workers but also the self-employed, the unemployed, those who are retired, and white collar professional workers. This new index covers about 80 percent of the civilian non-institutional population. Conceptually it is far superior as an indicator of general inflationary trends.

The major differences in spending patterns between the wage earner and clerical worker index and the all urban index lie in the food, housing, and transportation components and these differences are fairly widespread within these major components. These differences could cause the indexes to diverge over time although at this point it is difficult to tell which index will rise more rapidly.

The new indexes also incorporate other major changes that should make the CPI a better measure of prices consumers typically pay. The prices for most commodities in most major cities will be collected every other month, as opposed to every three months. In the five largest cities, prices will continue to be sampled monthly. Food prices will be sampled throughout the month as opposed to only once early in the month. A new sample of retail outlets was selected from a major point of purchase survey of about 23,000 families to better indicate the places where consumers are making purchases.

Comparison of old and new Consumer Price Index series

Item	Old Index	New Index
Title	Consumer Price Index for Urban Wage Earners and Clerical Workers	1. Consumer Price Index for All Urban Consumers.
Population covered	Urban wage and clerical worker families and single individuals living alone. At least one family member must have been employed for 37 weeks or more during the survey year in wage or clerical worker occupations. More than half of the total family income had to be earned from wage earner or clerical worker occupations. Excludes farm families, military personnel and persons in institutions.	All urban residents, including salaried workers, self-employed workers, retirees, and unemployed persons, as well as urban wage earners and clerical workers. No length of employment required and no criteria as to family income.
Expenditure weights reference period	Average annual expenditures of urban wage earner and clerical worker families and single persons, derived from the *1960-61* Consumer Expenditure Survey in 66 areas, adjusted for price change between the survey dates and *December 1963*, except for six cities added in 1966.	Average annual expenditures for all urban residents derived from the *1972-73* Consumer Expenditure Survey in 216 areas, adjusted for price change between the survey date and *December 1977*.
Geographic coverage	*56* urban areas; 50 metropolitan areas and cities selected to represent all urban places in the United States with 2,500 inhabitants or more in 1960. Alaska, and Hawaii; six additional areas were added in 1966.	*85* urban areas selected to represent all urban places in the United States with 2,500 inhabitants or more in 1970, including Alaska and Hawaii.
Samples of items priced	Consumer Expenditure Survey (1960-61) data classified into 52 expenditure classes. About 400 items represented in U.S. index and in published city indexes. Certainty items priced in all published cities, other items in one or two sub-samples of other unpublished cities.	Consumer Expenditure Survey (1972-73) data classified into 68 expenditure classes. Expenditure classes contain approximately 265 classes or sets of items, called item strata, represented in the U.S. index and in published city indexes. Items were further divided into a total of 382 lower level categories called entry-level items. Two samples of item strata priced in each published area except New York which has six samples; each unpublished area has one sample of item strata priced.

Source: The Consumer Price Index Revision—1978, Bureau of Labor Statistics, 1978.

These and other changes will help to insure that prices of goods and services are adequately sampled during the month and that the sample actually reflects the locations and buying habits of the population. Such continual updates of methodology and procedures are necessary to maintain the reliability and integrity of one of the most important statistical series provided by the Federal government.

RAPID EXPANSION IN IRAQ YIELDS FLURRY OF TENDERS

Iraq's gross national product has been growing at an annual rate of more than 20 percent since the 110 percent jump it took immediately after the 1973-74 OPEC oil price increase. Half or less of this figure has been real growth, with inflation accounting for the rest, but the Iraqi Government expects real growth to average 17 percent during 1976-80 as major projects now under construction come into production. The 1976-80 Five-Year Development Plan, publicly announced in June 1977, emphasizes agricultural development and improvement of the country's infrastructure and is in effect the third step in developing a triadic economy based on oil, resource-based industries and agriculture. The implications of this rapid economic growth for American business prospects are discussed in the following excerpts from a report prepared by Allen L. Keiswetter, Commercial Attache at the U.S. Interests Section, Embassy of Belgium in Bagdad.

U.S. exports, which grew from $60 million in 1973 to $382 million in 1976, approximated $200 million in 1977. Causes of the 1977 decline were major one-time sales (such as aircraft) which boosted figures in 1975-76, and U.S.-Iraqi differences over boycott issues in 1977. As this decrease coincided with the commencement of significant imports of Iraqi crude, the United States had for the first time in 1977 a bilateral trade deficit with Iraq, probably amounting to about $100 million or more.

Two major U.S. interests

The United States has two major economic/commercial interests in Iraq: continued availability of crude oil and the export of goods and services. With regard to oil the Iraqis likely will favor OPEC price increases but, in order to finance the country's economic development, will probably produce to meet market demand up to the limits of their capability. Crude oil imports in 1978 could again throw the United States into a trade deficit with Iraq if U.S. exports to Iraq do not recover from the 1977 drop.

With announcement of the development plan, the Iraqi Government has begun to move forward with many projects placed on hold since the spring of 1976 and, in 1978, may make some large awards. Nonetheless, the Iraqis will probably proceed cautiously and not repeat the spending spree which followed immediately after the 1973-74 OPEC price rises. U.S. firms will be most competitive in high technology areas, such as two gas-gathering projects now under consideration.

The government has also specifically encouraged U.S. firms to bid on projects and tenders for agricultural and construction equipment, food processing equipment and computers. In addition, the United States is an established supplier of agricultural products to Iraq and, in 1978, could make large sales of wheat, rice, livestock and poultry. The degree to which U.S. firms are successful in competing for Iraqi projects and orders will depend to a large extent on whether they can satisfactorily work out differences concerning conflicting U.S. and Iraqi laws and regulations on boycott practices.

In order to maximize flexibility in the implementation of development plans, the Iraqi Government has not announced a list of development projects. The following sectoral review outlines prospective export opportunities, emphasizing major projects which the Iraqis appear to be considering either in the context of the 1976-80 Five-Year Development Plan or in preparation for the next Five-Year Plan.

Large land reclamation/irrigated farming projects continue to offer opportunities for U.S. prime contractors and for U.S. suppliers of irrigation and agricultural equipment. The year 1978 may be particularly important for suppliers of the latter because Iraq intends shortly to delimit acceptable models of agricultural equipment in an effort to standardize mechanization.

In final tendering stages

Large livestock and poultry projects also are in final tendering stages. Although no U.S. firms have been listed as prime contractors, these projects present opportunities for suppliers of equipment and of breeding stock. In the first sale of livestock to Iraq in recent years, an Oklahoma firm delivered 350 pregnant Holstein Fresian heifers in late 1977.

Iraq will present a sizable market for a variety of agricultural commodities for at least the next decade, when agricultural development projects may make the country self-sufficient. In 1978 the Iraqi Grain Board will likely be in the market for wheat to compensate for the bad 1977 crop (the worst in 16 years) and for its annual requirement of rice. The United States faces strong competition from Australia and Canada for wheat and from Thailand and Pakistan for rice. As for poultry, the Iraqis placed an order for 35,000 tons of frozen chickens in 1975-76 (the largest export sale of frozen poultry in U.S. history) and for another 3,500 tons in 1977. They are expected to be in the market for an additional 11,000 tons or more in 1978.

Though the present Five-Year Plan provides for only a few new projects in industry, the Iraqis likely will invite firms to submit prequalifications or proposals for industrial units to be funded and commissioned during the next Plan (1981-85). Of special interest to U.S. firms are two large gas processing systems, at least one major refinery, a petrochemical complex additional to the one now under construction, an aluminum smelter and a second sponge iron plant.

With government encouragement, private sector industrialists will be expanding food processing facilities as well as downstream processing plants for output of the major steel, aluminum and petrochemical projects now under construction. In the electricity sector, the government is considering an 800-megawatt thermogenerating plant, and the State Organization for Electricity plans to invite offers soon for a 400 KV high tension transmission network expected to cost $100 million.

More contracts on the way

Major tenders are expected in 1978-80 for expansion of ports and airports, the first 100-kilometer segment of a 1,300-kilometer expressway network, and several railway projects. The last includes a new line from Baghdad to Husaiba, near the Syrian border in the Western Desert. Though expected to be awarded to non-U.S. prime contractors, this project presents major opportunities for U.S. equipment suppliers. In the communications sector an additional 100,000 telephone lines, the expansion of Iraq's microwave and earth satellite communications systems and an ultramodern radio and TV complex to include FM radio broadcasting provide opportunities for U.S. exporters.

The health and education sectors are among the few in which the government employs foreign consultants for design and construction management, and U.S. firms now have consultancy contracts for the expansion of Baghdad University, the University of Technology and the Medical City Project, each estimated to cost half a billion dollars or more. Though actual construction of most health and education projects will likely go to Iraqi firms, these sectors, nonetheless, present opportunities for U.S. equipment suppliers as well as consultants. Like the education and health sectors, the housing sector presents limited opportunities for U.S. contractors but important ones for sales of precast housing factories and construction supplies.

Selling to Iraq can be a slow and difficult process. The starting point is usually letters of introduction to the appropriate government purchasing agencies, followed by personal visits to Baghdad. Because of the government's reluctance to deal through local commission agents, and because of the fact that only about 20 American firms have some sort of permanent representation in Iraq, most U.S. companies cover the Iraqi market through periodic visits by regional representatives.

Collaboration with third-country firms can often facilitate entering the Iraqi market for U.S. consultants, contractors and suppliers of machinery and equipment. In some cases third-world firms can offer political acceptability and/or low-cost ser-

vices, while U.S. subcontractors provide the equipment and advanced technology which the Iraqis desire. In any case, such collaboration provides a means of sharing the risks of the vagaries of the frequently difficult Iraqi commercial environment.

U.S. suppliers have developed third-world connections with Yugoslav, Turkish and Pakistani firms for the supply of equipment for land reclamation/irrigated farming projects, and with German, Canadian and Japanese firms for industrial projects. In fact, the largest agreement the Iraqis have ever signed is with the U.S.-West German joint venture of Lummus-Thyssen, which received a $1.1 billion contract for the turnkey design and construction of a petrochemical complex near Basra.

Imbalance In Trade Account Slows Senegalese Progress

The growth rate of Senegal's economy slackened in 1977 as depressed markets for this West African nation's major commodities, phosphates and groundnut oil, kept export earnings low. The balance of payments deficit widened somewhat but remained manageable. Gross National Product grew by over 7 percent, but this gain was negated by inflation of slightly greater magnitude. A strong performance in the services sector offset declines in agricultural and industrial production.

The government made several moves to dampen the demand for imports and tighten domestic credit in 1977 in order to relieve pressure on both the budget and balance of payments. By scaling down expenditures, and raising taxes, the budget was brought out of deficit for the first time in three years. Foreign borrowing continued at a fairly high level and it is likely that the debt service ratio will approach 13 percent in 1978.

The outlook for 1978 is not bright, continues the U.S. Embassy in Dakar. Sparse rainfall produced a peanut crop in 1977 only 50 percent as large as the previous year and only slightly larger than the drought year of 1973. These events are only partially reflected in the 1977 statistics, since the harvest occurs toward the end of the year. It is expected that the short-fall in food crop production will necessitate importation of 500,000 tons of grain. This projected deficit has led Central Bank economists to predict a contraction in the economy in 1978, perhaps on the order of 5-10 percent.

National investment and borrowing is guided by a four-year plan which is prepared with considerable care and accurately reflects government development priorities. The Fifth Development Plan for the years 1977-81 calls for $1.75 billion in investment. Sixty-three percent of the financing is projected to come from external sources. IBRD and the African Development Bank have active programs in Senegal and, on a bilateral basis, France, Germany, Canada, Saudi Arabia and the United States are the principal donors.

SENEGALESE GET CALIFORNIA TOUR—*Officials of the Free Industrial Zone of Dakar, Senegal, were visitors last summer to Foreign-Trade Zone #18, a 30-acre section of International Business Park in north San Jose. The Senegalese came to study the U.S. system in hopes of improving the operation of their own Zone. Pictured on their tour through warehouse and distribution facilities are Andre J. Coulbary (left), Ambassador of Senegal to the United States; Louis Alexandrenne, Minister of Industrial Development and Environment; and Alexander S. Bozinovich, executive director of international trade for the San Jose Chamber of Commerce.*

Three of the largest projects involve development of irrigation and hydroelectric systems along the Senegal, Casamance and Gambia rivers. Also planned are: building of a $30 million marine repair facility, urban development of St. Louis ($75 million), a textile plant at Kaolack ($50 million), and development of iron ore deposits in eastern Senegal. Some of these projects, which are currently in formative stages, could represent opportunities for American firms in contracts for consulting services or supply arrangements.

Only France sells more

The United States is the second largest supplier to Senegal after France, although its market share has averaged less than 7 percent over the past several years. The imposition of tariffs on Common Market goods for the first time in 1977 halved the tariff differential between EEC and U.S. goods. American consumer goods are thus more price competitive with European imports, but strong promotional efforts are needed to break traditional buying patterns.

The Embassy has identified the following product categories as having the greatest incremental sales potential: building and construction equipment, energy systems (including generating equipment, pumps, and compressors), air-conditioning and refrigeration equipment, communications equipment, and fisheries' supplies.

The Third International Trade Fair of Dakar will be held in December. The United States Information Agency is planning to stage a large exhibition on the transfer of technology. Private firms are also welcomed by the Senegal Government. Eighteen American companies sponsored exhibits in the 1976 Fair.

Actively seeking investment

Senegal actively seeks foreign investment in tune with local priorities. An attractive investment code offers tax and other concessions for foreign investors, and the legislation is supported by Senegal's record of equitable treatment of investors since independence in 1960. A study recently prepared by a local economic consulting firm identifies agrobusiness, textiles and building materials as three sectors where foreign investment is particularly desired. Senegal has maintained a stable political environment since gaining its independence in 1960, and it is government policy to promote the development of a full-fledged multi-party political system.

Current American investment in Senegal is approximately $7 million. U.S. fixed-asset investment is largely limited to petroleum marketing and phosphate mining, although a number of banking and other firms have representational offices in Dakar or have interests in European banks which are shareholders in Senegalese institutions.

Gabon Begins Slowing Down From Previous Hectic Pace, But Still Has Money To Spend

The economy of Gabon, characterized in the last several years by a boom touched off by the quadrupling of oil prices, has begun to slow down and will probably continue to do so for the next year or two. Revenues, derived chiefly from oil, timber, uranium and manganese, increased moderately in 1977 and may continue to increase slightly over the next few years. Expenditures have increased dramatically, adds the U.S. Embassy in Libreville. Economic activity in the country will continue, notably principal infrastructure projects such as the Transgabon Railroad, but not at the striking level of recent years.

Gabon has a stable, pragmatic government which follows a liberal economic policy of encouraging private foreign investment and management. The government's policy of economic nationalism (Gabonization) is fairly moderate and does not seek to drive out or discourage foreign firms—only to participate with them.

Greater trade with the United States is hampered by the small size of the internal market, the necessity of doing business in the French language, and the traditional trading patterns with Europe, particularly France. In spite of these factors trade opportunities do exist for a wide range of products, and Gabon wishes to diversify its sources of supply for imported goods. American-manufactured products have an excellent reputation in Gabon.

Investment opportunities are good, and U.S. investment in Gabon now slightly exceeds $200 million, second only to that of France. The largest and oldest U.S. investment in Gabon is that of United States Steel in COMILOG, the manganese mining company in Moanda.

Even though Gabon has money to spend, though perhaps not quite as much as in previous years, foreign participation and investment will continue to be required for development of the country.

There are wide-ranging opportunities for U.S. business in Gabon. There are good opportunities for agricultural, forestry and mining equipment. The previously large market for public works equipment has fallen off now that the construction industry has slowed from the high levels of previous years.

The longer run market for aircraft is good. Gabon's limited road network is difficult if not impossible to use during the rainy season, and most communication with the interior of the country is by air. Gabon has more than 120 airports, three of which can handle large aircraft.

Good opportunities remain for the mining industry. Complete and thorough prospecting of Gabon has never been carried out because of the dense jungle in the interior, and undiscovered mineral deposits may exist.

Several large projects are particularly interesting to U.S. firms. Construction of the SOGACEL pulp plant is under way, but all of the required equipment has not been purchased. An American firm, Soros Associates, is doing the engineering and design work for the Santa Clara minerals port. Bids will go out within a few months for construction of the Owendo south port extension.

The government also plans to build a ferromanganese plant in Franceville to process manganese from nearby Moanda. Both Union Carbide and United States Steel hold shares in the company formed to build this plant, which is dependent on construction of the Grand Poubara dam, which should be completed by the mid-1980's. Electricité de France has completed the preliminary study for the dam and several U.S. firms are actively purchasing contracts for the economic and engineering studies. The government had intended to construct a new and larger international airport for Libreville, the present one being one of the busiest in Africa in terms of numbers of takeoffs and landings per day, but this project has been deferred indefinitely as part of the "austerity" effort.

The United States currently assists Gabon through loans, guarantees, and insurance from the Export-Import Bank and the Overseas Private Investment Corporation.

American firms which have been most successful in the past are those which have undertaken on-the-spot visits by French-speaking representatives willing to return often enough to develop the personal contacts essential to success. The U.S. Embassy in Libreville offers to American business visitors such services as briefings and help in securing appointments, and in some cases can also assist if problems develop with obtaining entry visas.

Space Left At Zagreb Fair

Individual companies are invited to participate in the U.S. section of the Zagreb Fall Fair, Sept. 15-24. The largest fair in Yugoslavia, it occupies a unique position in Yugoslav trade, industry, government and public affairs. The U.S. exhibition will consist of individual company participations for the promotion of all U.S. products and services; a USIA-sponsored presentation featuring the use of mini-computers in a variety of industrial, commercial and social applications; and Commerce Department video tape recording presentations of machine tools and packaging equipment.

For further information, contact Bruce McMullen, Commercial Attache, American Embassy, Belgrade, tel. 645-655, telex 11529; or Herb Lindstrom, Country Marketing Manager, Office of International Marketing, Dept. of Commerce, Washington, D.C. 20230, tel. 202-377-2795.

India Plans $2 Billion Outlay To Modernize Communications

A comprehensive market survey recently completed by the U.S. Embassy in New Delhi indicates that the Ministry of Communications is planning to invest approximately $2 billion to modernize the communications network in India. The survey points out that India will import communications equipment and systems valued at about $367 million during calendar years 1978-80, compared to $106 million of imports in the past three years. The increase in imports will result from the Government of India's decision to purchase two communications satellites, a master control facility, four complete earth station systems, subsystems and components for an additional 36 earth stations, and electronic switching and transmission equipment and components, under World Bank and third-country supplier credits. The Indian Government has contracted with NASA for the launching of a geostationary satellite in 1980. Sales of locally produced and imported communications equipment and systems, which amounted to $440 million during CY 1975-77, are expected to reach a level of $1,010 million in CY 1978-80.

The expanding market for sophisticated communications equipment and systems provides opportunities for immediate sales, joint manufacturing ventures, and technology transfer arrangements by existing and new-to-market U.S. companies.

Among products reported to have the best potential for direct sale and domestic manufacture are: SPC electronic switching equipment (local and trunk), facsimile equipment, microwave radio, microwave parabolic antennas, wideband coaxial communications and wave guides, data communications equipment, marine mobile radios, rural communications and microwave components, communications test instruments, satellite communications and subsystems and components, communications peripherals, railroad control and safety equipment.

The Department of Commerce will sponsor a trade mission to India during November for U.S. firms interested in this market. Contact Leslie Pierson, 202-377-3299, for information.

Copies of the complete report are available from National Technical Information Service, U.S. Department of Commerce, P.O. Box 1553, Springfield, Va. 22151. The price is $10 per copy. Specify DIB No. 78-04-501.

INTERNATIONAL BUSINESS REPORTS

Target Industry Trade List: Footwear. Published by Commerce's Industry & Trade Administration. $3.

Gives names and addresses of more than 675 prospective agents, distributors, retailers and general importers of all types of leather and rubber footwear throughout the world. Published as part of Commerce's continuing effort to aid the U.S. footwear industry in increasing its share of the global market for shoes.

Write: Most Commerce District Offices, or U.S. Department of Commerce, ITA/BED-1033/TL, Washington, D.C. 20230.

The Custom House Guide. 1978. $70.

This expanded 115th edition includes all changes issued by the International Trade Commission that affect the Tariff Schedules of the United States; revisions in the alphabetical section that have come about through passage of new Congressional bills and Presidential Proclamations; and an updated Customs Regulations section that reflects the numerous adjustments made by the Department of the Treasury.

Write: Custom House Guide, North American Building, 401 North Broad St., Philadelphia, Pa. 19108.

Countries of the World and Their Leaders. 1,154 pp. $24.

Contains the latest reports on 168 nations and territories, including countries which have recently come into existence. The main part consists of State Department reports called *Background Notes on Countries of the World.* Also includes the State Department surveys, *Status of the World's Nations* and *International Organizations,* and the CIA's *Chiefs of State and Cabinet Members of Foreign Governments.*

Write: Gale Research Co., Book Tower, Detroit, Mich. 48226.

Policy Review and Outlook, 1978: A Time For Realism. Edited by Judith Maxwell. Published by C. D. Howe Research Institute. February. 157 pp. $4.

According to this report, "Canadians have swung from excessive optimism in the early 1970's to a profound pessimism in the late 1970's. That pessimism is hard to justify, given the country's economic potential. There is much that can be done to improve the performance of the economy and to bring about more balanced development among the regions." This report analyzes some of the policy alternatives.

Write: C. D. Howe Research Institute, 2064 Sun Life Building, Montreal, Quebec H3B 2X7.

A Business Guide to the European Common Market. Prepared by J. Robert Wilson of Commerce's Industry and Trade Administration. January. 12 pp. 50 cents.

Supplements the individual Overseas Business Reports on marketing in each of the countries that are members of the Common Market. Wilson writes that "the existence of the EEC customs union and common policies and regulations affect the conduct of business in Europe, and the American foreign trader or investor needs to be familiar with those aspects that bear on his operations. In some respects they may constitute a barrier or impediment; in others they may represent an opportunity. On the other hand, in many fields national policies and regulations still remain of primary importance and are only marginally influenced by Community decisions."

Write: Any Commerce District Office, or Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

New Marketing Publication

DunsWorld, the marketing systems and publications structure of Dun & Bradstreet International Ltd., has issued the premier edition of *Dunsworld Marketing Management,* a quarterly publication designed for international marketing managers. Edited to provide international marketing executives in principal companies worldwide with information designed to help them broaden their managerial skills. Feature articles in the first issue provide a variety of observations on the role of the international marketing manager from the viewpoint of experienced U.S. executives.

Circulated on a controlled basis to qualified international marketing executives. Subscriptions are available to non-qualified executives in the export services sector at $12 per year. Write Dun & Bradstreet International Ltd., 99 Church St., New York, N.Y. 10007.

Calendar For World Traders

March 14—Memphis—World Trade Club meeting, Schlitz Belle. Information: 901-521-3213.

March 14—Louisville—Kentuckiana World Commerce Council meeting, Holiday Inn Brownsboro Northeast. Information: 901-521-3213.

March 15-16 — Houston — Fourth Annual Houston World Trade Conference. Theme: Tomorrow's Trade & Investment Opportunities with Europe. Richard P. Schepard, Asst. General Counsel, Industry & Trade Administration, U.S. Department of Commerce, will discuss Current U.S.-European Trade Issues. Information: Bernard Murphy, 713-225-0968.

March 15-17—Chicago—Overseas Automotive Club's International Automotive Service Industries Show, McCormick Place. Information: 212-725-1700.

March 20-21 — New York — World Trade Institute seminars: Ocean Rate-Making in International Trade; International Shipping; and International Cash Management. Information: 212-466-7777.

March 21 — Milwaukee — International Marketing/Documentation seminar, Federal Building. Sponsored by Commerce District Office.

March 22—Boston—International Business Center of New England seminar: Foreign Credit and Collection Techniques to Increase Sales and Profits, Hotel Sonesta, Cambridge. Information: 617-542-0426.

March 22—Lincoln, Nebr.—Caribbean and South American Workshop, First National Bank. Commerce's Thomas Brewer will speak. Information: 402-221-3664.

March 22-23—Bismarck, N.D.—Governor's International Trade Workshop, Kirkwood Motor Inn. Sponsors: North Dakota Business and Industrial Development Dept., North Dakota Dept. of Agriculture, Omaha Commerce District Office. Information: 701-224-2810.

March 29-31—New York—Seminar on Fundamentals of Finance and Accounting for the Non-Financial Executive. Presented by The Wharton School, University of Pennsylvania. Information: 800-223-7450 (in New York State, 212-953-7262).

March 30—Cleveland—33rd Annual World Trade Conference. Commerce speakers will include Richard Garnitz and Art Miyakawa. Information: 216-621-3300.

March 30-31—Menomonie, Wisc.—International marketing seminar presented by University of Wisconsin. Information: Commerce Milwaukee District Office.

April 4—New York—Seminar on countertrade presented by the U.S.-Yugoslav Economic Council, Metropolitan Club. Information: 212-687-7797.

April 4 — New York — FCIB Roundtable Conference, Summit Hotel. Information: 212-725-1700.

April 6 — Chicago — Government Services to Exporters seminar, Continental-Plaza. Sponsors: Commerce Chicago District Office, Small Business Administration.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises, major construction and expansion projects, and visiting buyers.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

EDP/USA '78—U.S. Trade Center, Milan. May 9-13. The only computer-related exhibition to be held in Italy during 1978, and considered the single most important EDP exhibition in Southern Europe. The Italian EDP market is forecast to double by 1980, reaching a value of $800 million. Imports in this same time period will show a similar growth, and U.S. firms will control the lion's share of this important market. Equipment and services with highest sales forecasts are mini-micro computers along with small systems, all forms of traditional peripheral equipment, data communications equipment, leasing of expensive systems and trained EDP manpower. Contact Bill McClure, 202-377-4975.

U.S. Logging and Woodworking Equipment Catalog Exhibition. Accra. May 10-12. In addition to logging, this exhibition theme will include reforestation equipment as well as conversion equipment for pulp, paper, plywood and veneer, and woodworking machinery. This vertical exhibition concept is particularly suited to Ghana. The Republic of Ghana has one of the highest GNP's ($4 billion) and per capita incomes ($416) in West Africa. Catalog Exhibitions, 202-377-3973.

Geophysical Exploration Seminar/Exhibit. U.S. Commercial Office, Moscow. May 15-19. Geological prospecting is to be increased by approximately 50 percent in the current Five-Year Plan. Special attention will be given to prospecting for mineral deposits, oil and gas, iron and complex ores, copper pyrite and phosphorites. Areas of greatest interest include aeroelectroprospecting, aerogammaspectrometry, ship and air magnetometers and gravity meters, gravity meters for wells, acoustic methods, and use of holographic principles in seismic prospecting. Contact Tony Bilecky, 202-377-3376.

Aviation Equipment Exhibition. U.S. Trade Center, Sao Paulo. May 15-19. The market in Brazil for airborne avionics is projected to reach $17.8 million by 1979, and the market for ground-based avionics $9.6 million. Imports account for 90 percent of airborne avionics sales and 95 percent for ground-based avionics. Equipment with highest sales potential includes airborne communications, navigation, and flight instrumentation equipment; airborne and ground-based radar; ground-based navigation, approach, and landing aids; and airport support equipment. Sam Dhir, 202-377-5427.

Luxury Consumer Goods and Sporting Equipment. Caracas. May 15-20. The Venezuelan market for luxury consumer goods is expected to grow at an average annual rate of more than 30 percent through 1979, which will boost sales to over $200 million. Demand is a result of a long splurge by consumers, who are spending record petroleum revenues on prestigious American consumer goods. The Venezuelan demand for luxury consumer goods has led to a market share of 60 percent for U.S. products in this category. Tom Jacka, 202-377-4832.

Industrial Equipment Catalog Show. Brussels. May 28-June 1. Prime areas of growth potential for U.S. exports of industrial equipment to Belgium lie in the highly automated, labor-saving machines that American manufacturers use today, especially those that can be easily adapted to presently existing traditional equipment. Other growth areas would include component parts for highly sophisticated, electronic materials handling systems and component parts for CNC machine tools. Catalog Exhibitions Section, 202-377-3973.

Laboratory Instruments Exhibition. Kuala Lumpur. May 29-June 2. This is the next regional fair scheduled in the Department of Commerce's ASEAN export promotion drive. Capitalizing on a regional market approach, the promotion campaign for this event is targeted toward countries noted for their growth potential and technology/quality consciousness. Scientific and industrial analytical instrument import figures for Singapore, Malaysia and Indonesia alone totaled over $85 million in 1976 and are expected to increase at an impressive rate over the next several years. J. Lee Barnes, 202-377-3893.

Industrial and Commercial Security Equipment. U.S. Trade Center, Paris. May 30-June 2. The market for this equipment in France continues to grow. Government-supported anti-burglary campaigns and dramatic insurance premium discounts provide additional incentive for the installation of both fire and theft detection equipment and systems. Robert Wallace, 202-377-3748.

Communications Equipment and Systems Seminar Mission. Sudan, Gabon and Ivory Coast. June. The African market for this equipment has shown steady growth through this decade despite general business downturns in 1974 and 1975. As the market becomes more technologically advanced, demand is expected to increase. With the OPEC dollar in Gabon and Sudan supporting generally sound economics, and the Ivory Coast's ambitious Five-Year Development Plan (1976-80), a favorable climate exists for increasing expenditures by public authorities and large private corporations. This bodes well for U.S. manufacturers. The mission will help develop market opportunities in internal telephone systems, microwave transmissions, data transmissions, data communications equipment, mobile equipment, and satellite communication programs. As the government in each country is the largest user of communications equipment and these countries are candidates for modernizing their telephone networks, they should be particularly receptive to durable, efficient and versatile American-made products. Contact J. Richard Sousane, 202-377-2973.

Water Resources Specialized Trade Mission to Saudi Arabia and the Yemen Arab Republic. June. The development of urban and agricultural water supplies has high priority in each of these two arid countries. Saudi Arabia is constructing large flash evaporation units for urban water supply as well as undertaking smaller-scale water projects in provincial and agricultural areas. Several international agencies are assisting in the development of water resources in Yemen, and the country has a budget of approximately $200 million to organize future water and sewerage projects. There are excellent opportunities in both countries for drilling equipment, water purification equipment, distribution systems, storage facilities, and recycling of waste water for agricultural and other uses. Call Dick Sousane, 202-377-2973.

Process Controls Technical Sales Seminar. GDR, Czechoslovakia, Bulgaria. June 2-16. Top priority is given to bolstering export capabilities to the West by improving production quality and alleviating chronic skilled labor shortages. Advanced process control equipment and technology is being sought to meet these priorities. Dick Bell, 202-377-5163.

Warehousing Systems Exhibition. U.S. Trade Center, Tehran. June 4-8. The Iranian Government is committed to an intensive program of expanding and providing new warehousing facilities to accommodate the large quantities of imported capital goods. Excellent opportunities exist for American firms in the areas of warehousing equipment, fire protection systems, material handling equipment, and property protection equipment. The market for warehousing systems in 1978 is estimated to be $150 million, with growth bringing it to $200 million by 1980. Call Rogers L. Brackeen, 202-377-2952.

Industrial Process Control Instrumentation Exhibition. U.S. Trade Center, London. June 5-9. The U.K. market for process control instrumentation was valued at $500 million in 1976 and is projected to be $800 million by 1982. Availability of high quality crude oil from the North Sea is spurring ambitious plans for a huge petrochemical industry in the U.K. This opens many opportunities, since U.S. firms are highly regarded for technological ability

and sophisticated equipment, especially in areas of natural gas liquids production, petroleum refineries, plastics and synthetics, drug manufacturing, paint manufacturing, organic chemicals, primary metals and electricity generation and distribution. Bill Flanagan, 202-377-3459.

Electronic Components Exhibition, U.S. Trade Center, Sao Paulo. June 5-9. The Brazilian market for electronic components, including electron tubes, passive components and semiconductors, has shown continuous expansion during the past 10 years. The average annual rate of growth through 1980 is projected at 9 percent, with a total market of $582 million in 1980. The U.S. share of the import market is expected to reach 58 percent in 1980, an increase of 10.4 percent over 1976. Best sales prospects for U.S. manufacturers of electronic components include glass, vitreous enamel, ceramic and variable capacitors; device sockets and socket panel connectors; delay lines; two-layer printed circuits; discrete and multidigit light-emitting diode readout devices; fractional HP motors; bipolar small signal transistors; R.F. microwave power transistors; rectifiers; thyristors; optoelectronics; digital bipolar memory; linear amplifiers; voltage regulators and references; and digital MOS. Annette V. Napper, 202-377-5427.

Environmental Protection Seminar/Exhibit. U.S. Commercial Office, Moscow. June 5-9. The Soviet Union has indicated considerable interest in anti-pollution technology and equipment for air, water, and sewage purification, and in implementing the U.S.-Soviet "Agreement in the Field of Environmental Protection." Because of the gap between the Soviets' domestic supply and their need for sophisticated pollution abatement equipment, they must turn to Western sources. Call Nancy Rinehart, 202-377-2801.

U.S. Agricultural Machinery and Equipment Catalog Exhibition. Guatemala, Honduras, Nicaragua. June 5-13. The economies remain heavily dependent on agriculture, despite its gradual decline in relative importance. Development is taking place against a background of traditional agriculture, oriented largely towards export crops rather than food crops. In each country, agriculture is still the major source of export earnings, derived principally from coffee and cotton in Guatemala and Nicaragua, and from coffee and bananas in Honduras. Land cultivation is generally not intensive. Development activities are pursued largely on a country rather than regional basis. Catalog Exhibitions, 202-377-3973.

Cargo Handling Seminar Mission to Morocco, Algeria, and Tunisia. June 5-16. Rapid rates of economic development in these North African countries are stimulating strong demand for improved cargo handling facilities. Algeria is embarking on an ambitious program of expanding and modernizing its ports; Morocco is turning increasingly to containerization; and Tunisia is allocating $90 million of its new Five-Year Plan to port enlargement. Container handling, intermodal freight transfers, and quick loading and unloading techniques are the subjects of greatest interest in these countries. Call Art Laemmerzahl, 202-377-3741.

Metal Finishing & Surface Treatment Equipment and Supplies Exhibition, U.S. Trade Center, Milan. June 6-9. The rebound of the Italian economy, the stability of the lira, the termination of both the import deposit policy and the foreign exchange purchase tax, and the recent upward shifts in the value of the West German and Swiss currencies make Italy a very competitive market for U.S. producers. In 1976, imports of subject U.S. equipment totaled $4.75 million, amounting to some 15 percent of Italian imports. U.S. sales were up in the categories of painting preparation and painting equipment ($1.44 million), polishing equipment ($1.38 million) and cleaning equipment (0.96 million). Forecasts for future U.S. sales are very favorable, with totals projected to reach $6.08 million by 1981. Call C. E. Walls, 202-377-3462.

Business Equipment and Systems. U.S. International Marketing Center, Sydney. June 12-16. The market for this equipment in Australia is expected to increase from an estimated $176 million in 1977 to $305 million in 1980. This resurgence of growth will occur as greater emphasis is placed on modernization and improved cost-saving techniques. Carolyn Creatore, 202-377-4957.

Printing and Graphic Arts Equipment. Caracas. June 26-July 1. Venezuela's market for graphic industries equipment is expanding vigorously, and is projected to top $54 million a year by 1981. The government, in an attempt to deploy the fruits of the oil boom, is strengthening and diversifying the economy. Business and government are both becoming more document-conscious, and improved living standards are generating new interest in reading matter and product packaging. The printing industry will increase its investment in equipment by an average of 11 percent annually from $35 million in 1977, to meet the rapidly growing demand. Hans J. Amrhein, 202-377-2332/2995.

Air Show In U.S.

An international exhibition of all types of aviation and aerospace equipment is being planned for Stewart Airport, Newburgh, N.Y. Sept. 14-23, 1979. The "World Aviation and Aerospace Show," to be a biennial event, is being organized by the Worldwide Aerospace and Marine Marketing Corp., 550 Mamaroneck, Harrison, N.Y. 10528, which has additional display information.

Petroleum Exploration & Extraction Equipment Catalog Exhibition. Rio de Janeiro. June 27-30. The immediate demand for petroleum equipment in Brazil has encouraged Commerce Department participation in OFFSHORE BRAZIL—The Latin American Oil Show. The Government of Brazil has moved to give the petroleum exploration and extraction industry the highest priority for development, including certain import tax, license, and competitive exemptions. U.S. exports of drilling equipment reached $32.5 million in 1976, increasing since 1972 at a striking average annual increase of 45 percent. Catalog Exhibitions, 202-377-3973.

Communications Equipment Exhibition and Seminar. U.S. International Marketing Center, Singapore. July 3-7. The Telecommunications Authority of Singapore has budgeted $1.5 billion in its long range investment program for communications equipment. Total imports of communications equipment were $185 million in 1976. Malaysia has allotted $430 million for communications equipment through 1980. The State Telecommunications Corporation of Indonesia plans to spend $430 million on telephone equipment purchases alone by 1979. The total market for communications equipment in these three countries is projected to be over $600 million by 1982. Contact Todd W. Burns, 202-377-2051.

Packaging Equipment Exhibition. U.S. Trade Center, Taipei. July 10-14. Due to the large volume of exports by Taiwan, there is competition to improve the appearance, safety and durability of products. This trend will cause imports of packaging equipment to increase in the next three years by 40 percent compared with 1976. Market size in 1976 was US$5.9 million with projections of $7.2 million for 1978 and $8.4 million for 1980. Market research and basic summary available from Joseph Burke, 202-377-4961 or 5402.

Telecommunications Equipment and Systems Seminar Mission to Mexico, Costa Rica, El Salvador, Guatemala. July 12-29. Excellent markets exist in Mexico and Central America for U.S. manufacturers of telecommunications equipment. Through 1982, Mexico has planned expenditures of approximately $360 million, of which almost $230 million will be procured abroad. Costa Rica, El Salvador and Guatemala, with virtually no local production of this type of equipment, will spend approximately $170 million through 1982 on telecommunications equipment. Product areas to be promoted on this mission include telephone and telegraph apparatus, data communications equipment, non-broadcast radio and T.V. equipment, broadcasting radio and T.V. transmission and studio equipment and communications test equipment. Walter Bastian, 202-377-3636.

AMTECH '78. Business Equipment, Computers and Health Care Equipment. Wellington. July 24-28. The current market for computers and business equipment in New Zealand is over $60 million and is expected to double by 1981. New Zealand enjoys a comprehensive health care program and by 1981 yearly expenditure for equipment and supplies is expected to reach $27 million. Harry Stringer, 202-377-4957.

Security and Safety Devices, Equipment and Systems Exhibition. U.S. Regional Marketing Center, Singapore. July 24-28. As gateway to Thailand, Malaysia, Indonesia and Southeast Asia, Singapore is the principal marketing, distribution and financial heart of an area supporting a population of 190 million, with an aggregate GNP in excess of $55 billion. More than a single, national market, Singapore's strategic location and industrious, educated population have earned for the country an economic significance throughout Asia that far surpasses its physical size. As Singapore and its neighboring markets pursue their courses of industrial and economic development, their immediate and future requirements for more and better security and safety devices, equipment and systems grows. Last year, Singapore alone imported nearly $65 million in security and safety equipment. By 1979 this figure has been projected to reach $69.1 million, and by 1982 imports into Singapore will amount to $73.5 million. Sophisticated American products are respected and preferred. Bob Blake, 202-377-3560 or 4156.

U.S. Commercial Fishing Equipment Specialized Trade Mission to Philippines and Taiwan. August. There are continuing profitable opportunities for the export of U.S. commercial fishing equipment to the Philippines and Taiwan. In the Philippines

fishing resources as a whole are particularly under-exploited. One of the major problems of the Philippines Fishing Industry is the inadequacy of fish processing and distribution facilities. The Philippine Government is in favor of obtaining equipment and technology to improve the operation of commercial fisheries and fish production. In Taiwan, there is currently a drive under way by both the government and large commercial fishing concerns to substantially upgrade fish processing, storage and packaging facilities. The following product and technology areas are considered to offer excellent export potential: sea-farming technology, purse-seiners, sea-food processing equipment, commercial refrigeration systems used in land transport vehicles, storage and marketing and ship-based refrigeration systems, high technology fish finders, dam barge fishing technique with attendant equipment and highpowered diesel engines. U.S. mission members will be exposed to intense one-on-one sales meetings with high-level public and private officials responsible for the expansion of fishing industries. Limited to 10 U.S. firms. Contact Robert J. Bucalo, 202-377-3741.

Machinery and Systems for Concrete Construction, Seminar Mission to Colombia, Ecuador, Venezuela. August. Construction activity in Venezuela is expected to reach unprecedented levels during the next five years. This will strain local resources of materials and equipment and lead to impressive growth in imports. In Colombia, the government recently unveiled its most ambitious public investment program to date—a $6.6 billion plan to build a more solid economic base. The investments, which include infrastructure expansion such as construction of hydroelectric power facilities, airport expansion and modernization of roads, will begin immediately. The revival of Ecuador's import boom places this country among the top ten west hemisphere markets for U.S. exports. The construction industry, especially in the major projects area, has been very active in Ecuador, with the market for imported machinery estimated at $50-60 million. Housing starts, highway construction, airport and port expansion should continue in Ecuador well into the 1980's. The principal objective of the seminar mission will be the sale of U.S. manufactured machinery and systems and the introduction of U.S. technology. The following areas are considered to offer high export potential: concrete block building technology; concrete housing systems; effective compaction techniques; forming, curing, splitting and curbing concrete block; handling concrete on the job site; post-tensioned pre-stressed concrete construction. Limited to 7 U.S. firms. Contact Robert J. Bucalo, 202-377-3741.

Forestry and Sawmill Equipment Exhibition. U.S. Trade Center, Mexico City. Aug. 1-3. Mexico has over 100 million acres of forested land but must supplement its local production of rough-cut wood through imports. To reduce the need for imports the current Mexican administration plans to invest $727 million in forestry and sawmill operations between now and 1982. Consumption of forestry and sawmill equipment should increase 44 percent annually to $108.4 million in 1980, 80 percent of which will be met by imports. U.S. machinery, favored for its advanced technology, high quality and superior parts and service availability, will maintain a 50 percent share of the Mexican import market for forestry and sawmill equipment. A wide range of products will be promoted at this exhibition. Mary R. Wiening, 202-377-2313.

Fluid Power Exhibition. U.S. Trade Center, Taipei. Aug. 7-11. Taiwan's fast-growing economy and the parallel growth of wage rates have resulted in a demand for fluid power equipment, which is seen as a superior method for automating and improving quality control in a variety of manufacturing facilities. Imports account for 90 percent of the fluid power equipment marketed in Taiwan, and the U.S. has the largest share after Japan with sales of over $10 million in 1976. The Industrial Development Board is actively promoting the use of fluid power technology; as Taiwan becomes involved in the production of simple fluid power components, demand for more sophisticated U.S. equipment will grow rapidly. Call Robert Blake, 202-377-5401.

Scientific, Industrial and Medical Instrumentation Exhibition. Manila. Aug. 14-18. The Philippines imports most of the scientific, industrial analytical and medical instruments and related equipment it requires. In 1976, $13.7 million worth of scientific and industrial analytical instruments and $6.8 million worth of medical instruments and related equipment were imported into the Philippines. Imports of scientific and industrial analytical instruments are forecast to grow at a rate of about 15 percent, and imports of medical instruments by 5 percent per year through the early 1980s. The United States is the leading supplier of all types of instruments, and this trend is expected to continue in the face of strong competition from Japan, and to a lesser extent, West German and British instrument manufacturers. Presently, U.S. firms supply 35 percent of the scientific and industrial analytical instruments and almost 60 percent of the medical instruments and related equipment imported into the Philippines. Lars Lofas, 202-377-4227.

Leisuretime U.S.A. Exhibition. U.S. Trade Center, Tokyo. Aug. 28-Sept. 1. Japan, with a population of 113 million and a per capita GNP of $4,900, is the largest overseas U.S. market. Japan accounts for approximately 8 percent of total U.S. exports of leisuretime products included in this theme. Accelerating trends of a five-day workweek and increasing disposable income favor promotion of leisuretime goods. Theme products include: golf equipment, fishing rods, reels and tackles, hand-held power tools, tennis rackets and balls, snow and water skis, baseball, football, basketball, volleyball, ice hockey equipment, motion picture cameras, projectors and screens, musical instruments, and related others. Irwin D. Nathanson, 202-377-4390.

Chemical/Petrochemical Processing Machinery and Instrumentation. U.S. Trade Center, Mexico City. Aug. 29-Sept. 1. Mexico is currently carrying out plans to double crude oil production by 1982, and has earmarked $7.65 billion for the petrochemical industry. Purchases of machinery and instrumentation by Mexican chemical/petrochemical processors are forecast to grow at an annual rate of 24 percent during the next several years. Despite substantial growth in Mexican production of needed products, a greater share of demand will be met by imports, projected at $396 million annually by 1980. Call Thomas L. Thomas, 202-377-4463.

U.S. Exhibition at Selkhozteknika 1978. Moscow. Aug. 31-Sept. 14. The largest exhibition of agricultural machinery, equipment, instruments and technology to be held in the Soviet Union in 1978. The third international exhibition will focus on almost all areas of agri-business and affords American producers a genuine marketing opportunity. Bob Bradshaw, 202-377-5164.

General Industrial Equipment—U.S. Exhibition at the 34th International Trade Fair. Plovdiv. Sept. 3-10. Bulgaria has increasingly turned to the West for products and technology unavailable from communist markets, and, as a result, Bulgarian-U.S. trade has increased ten-fold in the past five years. Bulgaria stresses modernization and expansion of existing plants and equipment under its Seventh Five-Year Plan (1976-80). It is estimated that 55 percent of total capital investment of $30 billion will be expended for modernization and reconstruction programs, compared with 30 percent under the 1971-75 plan. Investment in machine-building and metalworking, chemicals and electronics, which comprise the main branches of the industrial sector, have highest priority for future development. Tony Bilecky, 202-377-3367.

Chemical/Petrochemical Processing and Equipment. Leipzig Fall Fair. Sept. 3-10. GDR government planners have placed special emphasis on the rapidly expanding chemical/petrochemical industries. The current five-year plan, 1976-80, calls for an increase in crude oil processing capacity from 17 million tons in 1976 to 23 million tons in 1980 and for the production of more chemical feedstocks. Annual production of plastics, especially low and high-density polyethylenes and polyurethanes, will reach 930,000 tons by 1980. The output of synthetic fibers is planned to hit 140,000 tons per year by the end of the plan. A new acrylic fiber plant is planned. The plan calls for increased production of nitrogen, phosphate, and calcium fertilizers. New chlorine plants are slated to supply domestic plastics and export markets. Production of pharmaceuticals is to rise by 65 percent. The outlook for other chemicals and downstream petrochemicals industries is also one of accelerated development. Reginald Beckham, 202-377-2801.

Plant Operations and Industrial Maintenance Equipment Exhibition. Seoul. Sept. 4-8. Korea's consumption of plant operations and industrial maintenance equipment is expected to reach $293 million in 1982, with imports providing two-thirds of the industry's needs. U.S. suppliers could easily capture at least one-fourth of this potential as import liberalization makes purchases easier, and rising labor costs encourage automation. A significant demand exists for the following product lines: environmental controls, safety equipment, maintenance and materials handling equipment, power generation, and security systems. Call Fred Ott, 202-377-5895.

Plastics & Rubber Production Machinery & Materials Exhibition. Caracas. Sept. 4-9. The Venezuelan market for plastics and rubber production machinery, accessories and plastic materials is considered one of the best among developing nations. The United States is presently selling over 50 percent of the plastic raw materials and 35 percent of machinery needed by the Venezuelan plastic and rubber industries. The total market requirements for equipment in 1975 jumped 51 percent over 1974 and in 1976 increased 30 percent over 1975, and should continue at the same rate through 1980. To obtain a copy of the market research summary and registration forms for this financially rewarding

exhibit, call Charles M. Cummings, 202-377-5812/2995.

International Security Equipment Fair. Essen, Germany. Sept. 11-15. The rising need for security and safety devices is mainly explained by the fact that terrorism in Europe has increased and police are no longer completely able to protect individuals or property. Protection by technical installations is one of the best means of crime prevention. In 1976 the German security equipment market totalled $1.2 billion, with the United States supplying about $60 million. By 1982, the market is projected to increase by 36 percent. The U.S. share, at that time, is predicted to reach $88 million. Contact Loretta Allison, 202-377-2905.

Food Processing and Packaging Equipment Exhibition. U.S. Trade Center, Sao Paulo. Sept. 11-15. Sales of food processing and packaging equipment in Brazil totaled $94.5 million in 1976 and imports amounted to more than $27 million. U.S. exports of food processing and packaging equipment to Brazil have been projected at a 20 percent level, but U.S. exporters face serious competition from European manufacturers. A few of the best prospects are crushing machines for cocoa beans and grain, presses for wine, milk homogenizers, ice cream making machines, refrigeration equipment, orange juice extractors, multipackers, thermoforing equipment, and shrink packaging equipment. A summary of the Commerce Department study of the Brazilian market for food processing and packaging equipment pinpoints additional high potential sales items. A copy of the summary is available from G. Lincoln McCurdy, 202-377-5427.

Computech '78 — Computer Hardware/Software/Technology Exhibition. U.S. Trade Center, Taipei. Sept. 11-15. The market for EDP equipment and systems expanded by 19 percent between 1976 and 1977, and is expected to increase to US$78.8 million in 1981, representing an average annual growth rate of 21 percent over the next four years. Imports supply virtually 98 percent of this need, with U.S. firms enjoying an estimated 70 percent market share in 1977; this share is expected to hold steady through 1981. Present EDP population is believed to be about 100 large/medium/small frames (capacity near 10,500 kilo bits) operated primarily by the government, in addition to over 200 mini-computers and microprocessors. U.S. peripherals producers should be alert to take advantage of the expected doubling of sales in this field by 1981 from the US$9 million in 1977. Exceptional opportunities exist for sales of Chinese mandarin character I/O devices and other interface units, as well as for pre-packaged software programs designed to permit owners of EDP equipment to achieve greater flexibility and increased utilization of present hardware. Dave Horridge, 202-377-4961 or 5401.

Arctic Oil Seminar Exhibit. U.S. Commercial Office. Moscow. Sept. 11-15. The U.S. Commercial Office in Moscow is working closely with the Soviet Ministry of Oil. Call Jim Robb, 202-377-4810.

Australia's International Engineering Exhibition. Sydney. Sept. 11-16. Under the aegis of the U.S. International Marketing Center in Sydney, the American Pavilion in AIEE will feature 5 product categories: CAD/CAM equipment, machine tools and metalworking equipment, process control instruments, pumps, valves and compressors, and industrial hand power tools. AIEE, "engineered to sell," is the largest event of its kind in the Southern Hemisphere and draws exhibitors and visitors from around the globe. Robert McLaughlin, 202-377-4957.

Advanced Medical, Surgical and Dental Equipment—Brno International Engineering Fair. Sept. 13-21. Czechoslovakia plans to upgrade the level of medical services to its general population through 1980. Advanced medical research equipment, examination and diagnostic instruments, blood and organ analysis instruments, sophisticated surgical equipment, advanced life support systems, and radiological diagnostic and treatment equipment all have good potential. Tony Bilecky, 202-377-3376.

Aquatech '78—Water Technology Equipment. Amsterdam. Sept. 19-23. Recently completed market research indicates that the Netherlands is an excellent market for American water technology equipment. Dutch expenditures on this equipment reached $60 million in 1977 and are forecast to surpass $100 million in 1981. Imports in 1977 were estimated at $16.5 million, up from $11.5 million in 1975. Continued growth is anticipated, with imports valued at $27 million forecast for 1981. Imports from the United States represented 17 percent ($2.8 million) of the Netherlands' total imports of these products in 1977. With sales of American equipment to the Netherlands projected to be $4.6 million in 1981, this is a must exhibition for growth-oriented U.S. manufacturers and distributors. Contact Helen Burroughs, 202-377-4941.

Business and Office Equipment and Systems Exhibition. U.S. Trade Center, Milan. Sept. 24-29. Will be held at same time as SMAU, Italian Business and Office Equipment Trade Fair. Exhibitors in the Trade Center Exhibition will capitalize on the estimated attendance of 30,000 trade visitors at the SMAU event on the adjacent Milan Fairgrounds. The Italian market for business and office equipment is projected to grow from $304 million in 1977 to over $500 million in 1982, an annual growth rate of some 11 percent. The U.S. exhibit will feature all types of business equipment, including electronic calculators, copying and duplicating equipment, electronic accounting machines, micro and mini-computers, microfilm equipment, paper handling equipment, bank proof and encoding machines, letter handling and mailing machines, and word processing systems, all of which have been identified as having high sales potential in Italy. Marcia Griffin, 202-377-4975.

Building Products, Materials, Systems and Equipment Exhibition. U.S. Trade Center, Tokyo. Sept. 25-29. Building and construction products in Japan in 1976 represented a $37 billion market. The forecast for 1980 is $54 billion. Imports for 1980 are expected to reach $1 billion, of which the U.S. share is estimated at over $300 million or about 30 percent. New construction for 1976 was 2.3 million units valued at $79 billion, and is expected to increase to 3.1 million units at an estimated value of $110 billion by 1980. Market summary and basic research available. Robert Levine, 202-377-4379.

Meat and Dairy Processing and Packaging Equipment and Technology Technical Sales Seminar. Oct. 2-17. Poland, Bulgaria, Yugoslavia, Hungary. These four countries are planning significant growth in meat and dairy production in order to fulfill increasing consumer demands and meet export expansion commitments. New western technology and equipment to make the meat and dairy production more efficient is mandatory if they are to meet their objectives. Officials from these countries have expressed specific interest in breeding technology, deboning, waste disposal and reprocessing, canning and labeling equipment and technology, equipment and technology for egg processing, feed mold inhibitors, protein recovery systems and broiler production, dairy packaging, sterilization and milking equipment and technology, enzyme, hard cheese, rennett and butter production technology and ice cream and yogurt production equipment and technology. Call Nancy Rinehart, 202-377-2801.

Nuclear Industry Exhibition, NUCLEX 78. Basel, Switzerland. Oct. 3-7. Held every 3 years, NUCLEX is a prestigious international event in which the majority of the significant suppliers of nuclear equipment and services throughout the world participate. It attracts more than 12,000 professional and trade visitors from all European countries and from most countries outside Europe. In Europe and the Middle East alone, there are now 84 nuclear power plants in operation, 68 under construction, 31 additional ordered, and an estimated 65 planned for construction in 1978-83. NUCLEX encompasses all nuclear related equipment, including instrumentation for research and operations, reactors and power generating equipment and hardware of all types, waste solidification and water and air treatment, process controls and automation equipment, fuels and materials, computers for nuclear applications, and all services concerned with nuclear planning, siting, construction, transportation and monitoring. George Ruffner, 202-377-4384.

Industrial Electronics and Instrumentation. Bucharest International Fair. Oct. 5-14. Romania's premier international trade fair provides an opportunity to penetrate or expand in a growing market. Mike Frisby, 202-377-5186.

Nauka '78. Exhibition for Scientific and Laboratory Instruments. Moscow. Oct. 12-23. The $390 million USSR market for scientific and laboratory instruments is expected to grow 6 percent in 1978. Soviet purchasing authorities have specific interest in cryogenic devices and instruments for physical-chemical research. Dick Bell, 202-377-5163.

Pollution Control Equipment and Instruments—Antinquinamento 78, International Pollution Control Fair. Milan Fairgrounds. Oct. 31-Nov. 4. Antinquinamento is a biennial fair which attracts a truly international audience. The 1976 fair drew over 15,000 visitors from 42 countries. The Italian market for pollution control equipment and instrumentation is projected to increase by 55 percent through 1982. Contact Bill McClure, 202-377-4605.

Electronica '78. Munich Fairgrounds. Nov. 9-15. This international trade fair for electronic components and assemblies, held every two years, is considered to be the world's largest and most important event in the field of electronics. The German market alone for electronic components is forecast to reach nearly $3 billion in 1980. Sales reached an impressive $2.2 billion in 1976 and are predicted to grow an average 7 percent annually through the remainder of the decade. U.S. manufacturers account for the largest share of the import market, supplying about 20 percent of imported components. Don Schmadel, 202-377-2920.

Licensing, Investment Abroad

FRANCE—Seeks licensing arrangement for manufacture of **health physical fitness and exercising equipment, and archery equipment.** Company manufactures and imports home playground and gymnastic equipment. Established 1949; employs 218. Charles Hugonnier, Pres. & Gen. Mgr., AMCA S.A. 44 ave. de la Grande Armee, 75017 Paris; telex, 660475F; telephone, 766-5850. P-78168.

1475—JORDAN—Swiss contractor seeks to collaborate with U.S. turnkey operator to **exploit phosphate deposits** in Jordan and other Middle East countries. U.S. firm should be capable of supplying all technical know-how, equipment and machinery needed to work the phosphate deposits. A. Maurer, Dir., Ingenieurbureau A. Maurer, Dreilindenhoehe 13, 6004 Luzern, Switzerland. P-78170.

2645—FRANCE—Manufacturer of cardboard tubes for textile and packing industries seeks to produce **industrial packing products** under license. Company markets in France, Western Europe. Employs 200. Patrice Briand, Pres., Gunther S.A. Fontaine-les-Luxeuil, F 70800 Saint-Loup-Sur-Semouse. Telex, 360379 F; telephone, 84-40-03-44. P-78134.

2842—AUSTRIA—Seeks licenses to manufacture special **industrial cleaning products.** Firm is producer of chemicals and pharmaceuticals. Arcana Ges.mbH, Chem.-Pharm. Fabrik, Hoesslgasse 20 A-9802 Spittal/Drau. P-78135.

2842—GERMANY—Manufacturer of **detergents, scouring compounds, specialty cleaning preparations, ammonia, additives for plastic materials,** seeks licenses from U.S. firms to make items to complete its product line. Company will also consider cross licensing. Firm has subsidiaries in Europe and South America; employs 350 people. Herr Eiermann, Chief of Marketing, Chemische Werke Muenchen Otto Baerlocher GmbH, Riesstr. 16, 8000 Muenchen 50, West Germany. P-78136.

2844—ECUADOR—Seeks licenses and/or joint venture collaboration to establish plant to manufacture **shaving preparations, perfumes, toilet water, hair preparations, and allied products.** Prospective partner should be willing to contribute patent name and not more than 50 percent of total investment if he participates financially. Local manufacture of toiletries has good prospects in Ecuador since importation of these products in prohibited. Raw materials will be imported from U.S. and Europe. Firm owns large site with developed infrastructure; has experience in the proposed activity. Correspondence may be in English. Simon Parra-Gil, Interprom Cia. Ltda., P.O. Box 758, Guayaquil. WTDR. P-78160. OPIC.

2844—NEW ZEALAND—Seeks licenses to manufacture **toiletries including hair care items, soaps, cleansing creams, deodorants and mouth washes.** Also **toys and games** for children 3-15, especially those that stimulate learning and creative thinking. Company is well established small firm that manufactures under outside contract. A. Miles McIntyre, Mng. Dir., Almac Industries Ltd., 1 Lowick Ave., Christchurch 2. Telephone: 324165. P-78149.

3300—FRANCE—Seeks licensing rights for production of **steel bobbins for electrical and telecommunication cables winding; steel and polyester doors for refrigerated rooms (for meat packing preservation in slaughtering houses); aluminum garden furniture; aluminum, wooden, steel work desks for use in workshops.** Company is manufacturer of doors, windows and blinds for residential housing, industrial and commercial buildings and garages, and prefabricated houses. Established 1890; employs 115. Claude Vinet, Gen. Mgr., Societe Metallurgique du Centre, 17 Ave. du Pre le Roi, B.P. 76, 18002 Bourges Cedex; telex, 760 501F; telephone, 36-24-61-41. P-78165.

3300 — FRANCE — Desires licensing arrangement for manufacture of **containers for tip-trucks and special tanks.** Firm is producer of welded steel tanks and boilers. Marketing area, France; established 1946. Patrice Wespy, Commercial Mgr., W-Industries Chaudronnerie Industrielle d'Alsace, B.P. 33, F 68310 Wittelsheim. Telephone, 89-55-14-36; telex, 99-02-00-20. P-78167.

3300—GERMANY—Seeks to acquire U.S. licenses for production of various **stainless steel products.** Items of particular interest are dairy equipment accessories, textile machine accessories and accessories for chemical industry. Company established 1921; manufactures spindles and shells for textile machines, and other special steel products. Wilhelm Geidner, Metallwarenfabrik, Postfach 1649, D-8960 Kempten/Allgaeu. Telephone: 0831/7474. P-78166.

3312—FRANCE—Seeks licensing rights to manufacture **forged parts, fittings and steel plates for nuclear industry.** Company presently manufactures blast furnaces and nuclear equipment; imports metal sheets, pipes and fittings. Established 1968; belongs to French group, Alsthom-Atlantique. C. Decarpentrie, Sales Mgr., Nuclear Dept., Stein Industrie, 59390 Lys-lez-Lannoy; telex, 820 760; telephone, 20-75-92-12. P-78164.

3423 — GERMANY — Seeks licensing arrangement for manufacture of **hand tools such as mechanics tools, edge tools and builders and furniture hardware.** Company has established sales network of several hundred chain stores, home centers, department stores throughout Europe. Established 1949; employs 215. Thomas Meister, Meister-Werkzeuge, Walter Meister GmbH, Postfach 120365, 5600 Wuppertal-Cronenberg; telephone, 0202/475001; telex, 8591205. P-78155.

3423, 3523—IVORY COAST—Seeks joint venture to manufacture **aluminum and steel files and assemble agricultural tractors and trailers.** Firm presently produces machetes (approximately 4,000 per day) and carts. Interested firms should write Zahabi Zorogone, Dir., Gen., Ivoir-Outils, B.P. 20721 Abidan, and send copy of correspondence to American Embassy B.P. 1712, Abidjan. Correspondence preferably in French. P-78172. OPIC.

3443—BELGIUM—Manufacturer of **pressure vessels (heat exchangers, reactors, mixers)** seeks to manufacture this equipment under license for the chemical, petrochemical and pharmaceutical industries. Firm produces its equipment from stainless steel, titanium, aluminum and nickel alloys. Annual sales, around $2.8 million. Jacques de Kriek, Dir., Welders, S.A., Wijngaardveld B-9300 Aalst; telephone, 053-77-76-77, 77-77-09, 77-77-41. P-78137.

3443—FRANCE—Seeks licensing arrangement for production of consumer or industrial goods complementary to its existing product line which can be distributed through its existing marketing network. Firm specializes in manufacturing **catalytic heating systems** for both consumer and industrial markets. These heaters can work on catalyst principle, either with gasoline or LP gas. Therefore, they are mobile, totally safe, and can be used in places where open-flame heaters would be hazardous. Firm is well equipped to produce and market consumer products such as kitchen equipment or home appliances and industrial goods such as anti-pollution air filtering equipment, special apparatus for oil, food, chemical and agricultural industries. Jean-Louis Griperay, Export Mgr., Societe Lyonnaise des Applications Catalytiques—SLAC, 105 Ave. du 8 Mai 1945, 69140 Rillieux-la-Pape; telephone, 78-88-08-88; telex, 300302. P-78138.

3494, 3585—SWITZERLAND—Seeks licenses to manufacture **pressure and temperature controls including valves and compact refrigeration units for use with electronics equipment to be installed in cabinets and computers.** Company is highly specialized producer of thermal stabilizing and energy recycling systems for use with machine tools, textile machines and processing equipment for chemical industry. It uses substantial amounts of U.S.-made components and complete refrigeration units. In process of expansion, wants to cooperate with American firms in producing some of these components entirely or partially under license, according to European standards. Enjoys excellent reputation; supplies most leading European producers and exports overseas. Ernst H. Furrer, Pres., Ernst H. Furrer AG, P.O. Box 104, 8108 Dallikon. P-78150.

3523, 3519 — KOREA — Seeks license or joint venture to manufacture **agricultural equipment and marine diesel engines.** Product interests include wheel tractors, grain driers, combines and harvesting machinery; marine diesel engines from 150 hp. to 1,000 hp. Korean firm plans initially invest $8 million in these two new projects. Licensor would supply technology, CKD parts and components for initial local assembly. Korean firm would gradually move into more manufacturing; concern has 720,000 sq. ft. plant in Changwon industrial complex, is building additional facilities. Presently makes small engines for pumps and sprayers, diesel generators and diesel engines. Is part of a large Korean business group. Representative of Korean firm plans to visit U.S. in April or May to meet with American firms. Wan-Gi Lee, Planning Dir., Jinil Industrial Co. Ltd., Kyonggi Bldg., Room 301/2, 115 Samkak-Dong, Chung-Ku, Seoul; telephone, 75-8486; cable, JINILMACHINE SEOUL. P-78140. OPIC.

3523—PERU—Central organization of 43 coffee cooperatives seeks technical know-how to manufacture or assemble following products: **coffee, rice and grain driers; screen cleaners; screen scalpers; hullers; shellers; grain mills; grinders-mixers for feed preparation.** Cesar Serra, Gen. Mgr., Central de Cooperativas Agrarias Cafe-Peru Ltda., (CENCOOPA CAPE), P.O. Box 603, Lima 100 (Av. Brasil 1861, Lima 11); cable, CENOCAPE; telex, 25433 PE Cenocape; phone, 234151, 231834. P-78141.

3524—FRANCE—Seeks to produce **rotary power traction lawnmowers and riding type lawn and garden tractors.** Established 1820, company currently makes lawnmowers and hardware. Good commercial repu-

tation; sales in 1976, around $20 million. Guy Renson d'Allois d'Herculais, Pres. & Gen. Mgr., Etablissements Camion Freres S.A., 08440 Vivier au Court; telex, 600.443; telephone, 960-2471. P-78142.

3531—INDIA—Seeks license to produce **coal car tripping (dumping) equipment; stackers-reclaimers for handling coal at power stations, steel mills and other facilities.** Firm presently makes pulp, paper machinery, equipment for steel plants and mining machinery. Has received preliminary approval from Indian Government to proceed with project. B. Nangrani, Joint Gen. Mgr., Utkal Machinery Ltd., Kanak Bldg., 41 Chowringhee Rd., Calcutta 7000071, West Bengal; cable, UTMAPLANT, Calcutta; telex, UTMAL-CA-021, 7163; telephone, 212601 and 213251. P-78151. OPIC.

3549—SWEDEN—Seeks to manufacture under license **tools, jigs, fixtures and all kinds of industrial pumps.** Firm currently produces various types of tools for mechanical industry, and oil burner and hydraulic pumps. Employs over 100 in its plants in Sweden and West Germany. Markets in Sweden, Norway, Finland, Germany. Tage Stromberg, Mng. Dir., Micromatic International AB, Box 546, S-191 05 Sollentuna 5; cable, MICROMATIC; telex, 11298 MICTIC S. P-78163.

3551—PHILIPPINES—Government corporation seeks licensing arrangement to produce **coconut oil extraction machinery, bakery equipment and confectionary equipment.** Prospective licensors would provide technology, trade names and patents, training, and procure machinery and equipment. Company currently operates integrated steel mills. Products will be sold in domestic market and ASEAN member countries. Raymundo B. Paner, Jr., Corporate Planner, National Steel Corp., P.O. Box 631 MCC, Makati, Metro Manila, Philippines; cable, NATSTEEL; telex, RCA 2524; ITT:IISMI 7420173. P-78169. OPIC.

3553 — GERMANY — Seeks licenses to manufacture newly developed **nailing and special woodworking machinery.** Currently, German firm produces machines and engines. Markets in Germany, England, France, several East European countries; employs 40. Paul Engeler, Maschinenbau und Antriebe, Am Steinkreuz 5, 4401 Saerbeck. P-78161.

3559—SWEDEN—Seeks licenses to produce and install **pollution control equipment.** Interests include water and air pollution control equipment for use in pulp and paper industry, oil refineries, steel mills and utilities. Swedish firm produces and mounts steel and stainless installations for heavy industry and nuclear power stations. It is subsidiary of large construction company. Jules Zell, AR-Bolaget, Box 5156, 102 44 Stockholm. P-78143.

3561—SWITZERLAND—Seeks joint venture to market and service **heat pumps** on European market. Is interested in collaborating with medium sized U.S. manufacturer of hermetically sealed compact heat pumps in average range of 5 to 7.5 hp., equipped for use with 380 v. and metric system. Swiss company specializes in application engineering, selling and servicing of advanced process control systems, air conditioning and heating equipment, as well as pollution control systems. Firm enjoys reputation for competence and reliability. Represents several American concerns. Dr. Hans Brehm, Pres., Ingenieurbureau Dr. Brehm AG, Rudigerstr. 10, 8027 Zurich. P-78144.

3562, 3624—GERMANY—Seeks licenses to manufacture **carbon, graphite and sintered metal products.** Firm currently produces brushes for electrical and automotive industries, carbon sealings and bearings for pumps and compressors, graphite items, spectral and laboratory carbon for analytical purposes and sintered bearings and parts. It wishes to expand its line. Established 1886, has 1,600 employees; annual sales, $39 million. Lorraine Takahashi, Economic/Commercial Officer, American Con. Gen., File #19, Cecilienalle 5, 4000 Duesseldorf 30. P-78139.

3589—GERMANY—Seeks licenses to manufacture **industrial dust filters and collectors, industrial ventilating equipment and solar energy collectors and systems.** Company presently makes air conditioning and fume collecting equipment. Also distributes odor control, mist elimination and smoke control equipment. Markets throughout Europe; employs 60. Albert Bronold, Georg Bronold KG, Sonnenring 10, D-8300 Altdorf. P-78145.

3621, 3569—NORWAY—Major manufacturer and supplier of ventilation equipment seeks joint venture or license. Wants to produce advanced **gas and fire detection equipment** for incorporation into its ventilation systems. **Fire extinguishing equipment** is also of interest. Norwegian concern furnishes ventilation equipment to offshore oil platforms and petrochemical industry. Employs 450, reports sales of about $50 million. Stein Rossel, Project Engineer, Norsk Viftefabrikk A/S, Ole Deviks Vei 10, Oslo 6; phone, 02 19 06 00; telex, 11745. P-78159.

3711—KUWAIT—Seeks to purchase **medical trailers and ambulances** of the following types: accident and disaster vehicles; first aid; multiple phase screening for school-age children (without X-ray); routine medical examination with laboratory; multiple phase screening (all ages); isolation ambulances with ozone or ultraviolet system; intensive (coronary) ambulances; 4-wheel drive vehicles for use as desert ambulances; chassis for both trailers and ambulances; Cadillac-type ambulances. Trailers should be no more than 10 m. long, 2 m. high, 2 m. wide. Heating and air conditioning systems should be included. Interested firm should send catalogs immediately with follow-up telex to: Kohli, SASCO, P.O. Box 6457; telex, 2511 KT; cable, ABDUL HADI; telephone, 417616. P-78157.

3714—ECUADOR—Seeks licensing/joint venture arrangement for manufacture of **shock absorbers, mufflers, relays, alternators, starters and other automotive parts.** Firm presently manufactures mufflers and dumps for pick-up trucks. Firm's plant is equipped with basic machinery and equipment needed to start operations. Ing. Jose Enriquez, Mgr., Ecuatoriana de Autopartes, Casilla 5086, Quito. P-78146. OPIC.

3714—INDONESIA—Seeks joint venture arrangement with U.S. company for manufacture of **automotive components.** Firm desires technical know-how, experience and limited amount of capital. Company is owned by successful Indonesian entrepreneur whose companies include real estate, textile manufacturing, freight forwarding. This is first venture in automotive component manufacturing. Mr. Toma, Darmadi's Business & Management Co., Jakarta Theatre, 2nd Fl., Jalan Thamrin 9, Jakarta; telex, 44122; cable, DBMCO Jakarta; telephone, 352064. P-78147. OPIC.

3714 — PAKISTAN — Seeks to establish **wheel rimmaking plant** capable of producing 500,000 rims per year. Estimated cost of project is $18 million with foreign exchange of $10.2 million. Firm claims favorable Asian Development Bank response for foreign exchange loan. Firm desires joint venture with 25 to 49 percent equity. Company expects to issue tenders around midyear. Tender will call for flat strip stock based process. Interested firms should send catalogs, details on equipment and other prequalifying documents to Lt. Col. (RETD) A. A. Hashmi, Gen. Mgr. (Projects), Pakistan Automobile Corp. Ltd., 6th Floor, NSC Bldg., Karachi. P-78148. OPIC.

3811, 3479, 3079—SWITZERLAND—Firm seeks to diversify its manufacturing and sales activity by broadening its product line and acquiring licenses in the following fields: technical know-how for **manufacture of mineral glasses for optical applications in analytical instruments, laser systems, and other scientific instruments; plastic and metal processes for use in electronics industry, jewelry manufacture, watch case production.** Company is specialized in manufacture of special glasses for use by watch industry, as well as special surface treatment and finishing processes; is equipped with modern machinery. Established 1955; sales network covers all of Switzerland and adjacent countries. Pierre Descoeudres, Radium Racine SA, P.O. Box 233, 2500 Bienne 3. P-78171.

3823—FRANCE—Small firm is interested in licenses to produce following sophisticated equipment: **pneumatic or hydraulic actuating systems; machine tool automation equipment; numerical control apparatus; servo-mechanisms for materials handling; and instruments for measuring air and water pollution.** Company specializes in production of precision mechanical parts, components and subassemblies for several industries, including professional

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Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. WTDR request forms may be obtained from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate nor make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.6 of the above-cited regulations.

photographic equipment, machine tools and measuring instruments. Employs 50, markets throughout France as well as partially in Switzerland and Germany. Pierre Royet, Mktng. Mgr., Societe Preciorec, B.P. 11, 43110 Aurec. P-78152.

3823—SWITZERLAND—Firm is diversifying, expanding its sales and manufacturing program into field of **industrial controls.** Is particularly interested in programmable controls (compact systems using microprocessor technology) for application with automatic doors and gates, as well as programmable controls for use with industrial machinery (e.g., machine tools, textile machinery). Swiss concern specializes in manufacture of advanced drives and controls for process control application. Has modern electronics laboratories and qualified staff familiar with advanced semiconductor technology. Representative of firm would like to visit U.S. in April 1978 to meet with companies which may be interested in having Swiss representation, a licensee or joint venture arrangement in one of aforementioned fields. U.S. companies desiring to meet with Swiss rep. should contact Judy A. Fogg, Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-377-3786. P-78153.

3914, 2363—NIGERIA—Seeks information on technical resources, raw materials, machinery and equipment for manufacture of **cutlery and stainless steel kitchen products and tableware** in Northern Nigeria. Interested firms should include in their response information on type of technical assistance that might be offered and any general cost data that can be developed. Yusuf Salihu, Investment Executive, Nigerian Industrial Development Bank Ltd., (NIDB Ltd), PMB 2141, Hospital Rd., Kaduna. P-78156.

4210—SAUDI ARABIA—Firm seeks joint venture arrangement for establishment of **trucking company.** Background information on project may be obtained by writing: Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-78158. OPIC.

5311—OMAN—A leading trading company seeks joint venture to establish **department stores** in Ruwi. Sadik Abdowani, Dir. Gen., Al-Taher Enterprises, P.O. Box 3378, Ruwi; telex, MB 3408 Al Taher; telephone, 734602. P-78162.

African Agency To Spur Electrical Development

The Union of Electric Energy Producers in Africa (UPDEA), organized to stimulate development of electrical equipment for the region's growing energy needs, held its first technical seminar last November in Lome, Togo. The workshop covered development of electrical equipment, technology transfer and distribution, and transportation of electrical products. It also enabled potential buyers and manufacturers of equipment to exchange information and views. Member countries include Togo, the Congo, Ivory Coast, Gabon, Ghana, Upper Volta, Liberia, Mali, Mauritius, Niger, Senegal and Zaire.

U.S. producers of electrical equipment may wish to participate in future seminars. To obtain further information about programs sponsored by UPDEA write: Monsieur Bocary Sy, Secretary General, Union des Producteurs, Transporteurs et Distributeurs d'Energie Electrique pour l'Afrique, B.P. 1345, Abidjan, Ivory Coast. Telephone: 32-64-33. P-78133.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under an investment, joint venture, or licensing agreement, write to the Domestic Investment Services Staff, Bureau of Export Development, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-5361), referring to the appropriate file number.

Investment

GERMANY—Meat processing. Company wants to invest in existing company for production of sausage, bacon, ham, Italian meat specialties, and other meats. Firm has indicated preference for New York, Maryland, Delaware. Henrik Cordts, Production Mgr., Heinrich Bedford Fleischwarenfabrik GmbH, Hafenringstr. 58, Postfach 1269, D-4500 Osnabrueck. File 3788.

Joint Venture

UNITED KINGDOM—Company interested in U.S. production of three products it has developed relating to energy storage with off-peak electrical power: **electrically heated water storage boilers,** adaptable for heat exchanger batteries for solar energy storage, file 3789; **warm air storage furnaces** for domestic or commercial use, file 3790; **hot water storage cylinders,** file 3791. H. J. Gollins, Technical Dir., Consumer Power Co., Ltd., Market House, 1 Market St., Saffron Walden, Essex.

Licensing

FRANCE—Ovens for bakeries. U.S. company to assemble and install the units. Mr. Guyon, Fours Guyon S.A., B.P. 14, Sciez 74140 Douvaine. File 3792.

FRANCE—Display cases, shelving for commercial display of textiles, food products, electronic components, books. Alfred Chevalier, Mgr., Societe BERI, 75 cours Gambetta, 69003 Lyon. File 3793.

FRANCE—Special chair and apparatus for treating back problems. Doris Atkind, Trade Promotion Officer, European American Bank & Trust Co., 10 Hanover Sq., New York, N.Y. 10015. File 3794.

GERMANY—Pallet stapling machine, fully automatic. Paul Engeler, Maschinenbau und Antriebe, Am Steinkranz 5, 4401 Saerbeck. File 3795.

GERMANY—Air pollution control systems for gases, fumes and odors through use of scrubber which operates on basic principles of absorption and chemisorption. K. Reither, Gen. Mgr., Kunstsofftechnik KG, Poststr. 115, 5210 Troisdorf. File 3796.

GERMANY—Steel building elements, patented, of interest to steel fabricators, steel rolling mills with down-stream operations, aircraft producers and suppliers, shipyards, aluminum producers and fabricators, and specialized building element producers. Dr. Otto Becker, Robert Koch Str. 59, 6600 Saarbruecken. File 3797.

SWEDEN—Packaging system; case made of birch plywood assembled in varying sizes with self-riveting steel strips, V-profiles with slots and locking tongues, and is designed to withstand stresses of handling and transport, interocean and continental. The case, easily collapsible for storage, is covered by three U.S. patents: Patent No. 3,673,638 for locking device, No. 3,797,428 for corner or edge plate, and No. 3,837,069 for method and machinery for securing fittings for plates onto containers. Carl Nordgren, NEFAB Plywood emballage AB, Runemo, S-822 00 Alfta. File 3798.

SWEDEN—Plastic carrying handles to be used mainly with carton and folding boxes. Bertil Wigemark, Bertil Wigemark AB, Arkivgatan 5, S-411 34 Goteborg. File 3799.

SWITZERLAND—Rubber processing machines including cold-feed extruders, roller mills, stock blenders, batch-off units, strip-cutting machines, length-cutting machines, transfer presses. Egon H. Lentjes, Dir., Schiesser AG, Schaffhauserstr. 316, P.O. Box 693 CH-8050 Zurich. File 3800.

UNITED KINGDOM—Modular gas-fired boiler. Doris Atkind, Trade Promotion Officer, European American Bank & Trust Co., 10 Hanover Sq., New York, N.Y. 10015. File 3801.

UNITED KINGDOM—Solar water heating technology. C. E. Davies, Energy Sol, 79 Stone Cottages, Worth Abbey, Turners Hill, Crawley, Sussex RS10 4HD. File 3802.

Direct Sales

The following trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Program, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest indicated by codes 0111-1799 and 4011-8999 are based on the Standard Industrial Classification Manual, 1972; codes 20 through 39 come from Numerical List of Manufactured Products (New 1972 SIC Basis), MC72-1, 2. Codes beginning with 99 are from the TOP coding system.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Department's Export Administration Regulations. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1033, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

Paper products

2641898—JAPAN—Plastic coated paper (both sides) used to separate layers of rolled adhesive tape. 44" x 2,200 yds x 0.075 mm in size, approx. $0.23/yd c.i.f. Moji Port, Japan, desired. Wants catalogs of any similar kinds of paper, product literature, specs., & price quotations. Well-estab. medium-size firm which mfrs. & exports adhesive tape, vinyl coated cloth, & insulated electrical wire. Founded 1946, incorp. 1963, presently capitalized at 45 million yen ($1=240 yen). Annual sales 1,227 million yen with net profit 38.5 million yen. Bank ref.—Fukuoka Br., Mitsubishi Bank, 1-12-14 Tenjin, Chuo-Ku, Fukuoka 810. Consulate recommends firm as excellent trade contact for interested U.S. firms. Cable CLOTH FUKUOKA, FUKUOKA HIGASHI; telex 729358 FCLOTH J; tel. 092-431-4961. Reply to—Fuminkazu Itai, Mgr., Sales Dept., Fukuoka Cloth Industry Co., Ltd., 9-24 Hie-Cho, Hakata-Ku, Fukuoka, Japan 812.

Plastic products

3079813—PAKISTAN—Cellophane paper, transparent, for packing pharmaceutical tablets. Quantity about 2 tons. Value approx. $10,000. Firm engaged in importing & indenting of chemicals, pharmaceutical raw materials & pharmaceutical packing material. Imports from W. Germany, Korea & Japan. Requests c. & f. Karachi quotations against L/C. Claims annual sales of $200,000. Employs 10 incl. 2 salesmen. Reply to—Shamim Ebrahim, Partner, Allied Impex Corporation, Manzoor Chambers, Medicine St., Marriot Road, Karachi. Cable CODIENE KARACHI. Tel. 230387.

Pottery, related products

3264061—WEST GERMANY—Metallized (99.5 percent aluminum-oxide) ceramic wafers, 0.27 mm thickness. Terms of delivery & terms of payment to be negotiated. Company is leading mfr. of electronic components. Employs 500 & has average sales of DM 45 million/annum. Finances sound & obligations met promptly. Considered to be excellent partner for business transaction. Reply to—Herr Wagner, Semikron GmbH, Sigmundstrasse 200, D-8500 Nuernberg 113. Tel. 0911/65591.

3264900—ECUADOR—Porcelain, steatite, & other ceramic electrical products. 60 cycle, 110/220 volt AC available. Reply to—Fernando Gonzalez-Leon, Mgr., Tocasa Cia Ltda., Casilla 986, Cuenca, Ecuador. Cable TOCASA; tel. 83-0210.

Concrete, gypsum, plaster products

3272298 — WEST GERMANY — Building materials; pre-cast concrete products. German Reps. of Peco Catering Equip. (GB), estab. 1976; according to credit rating agency, good reputation. Reply to—Herr Dreyer, Europly A Pce Co., Oertzweg 29, 2000 Hamburg 60. Tel. 040 690 02 46.

Asbestos products

3292770, 3079653-5, 3272100, 3312600-900—MAURITIUS—Supply pipes & accessories as follows—47,400 meters either asbestos cement, vitrified clay or pvc server pipes & specials, dia. 150 mm & 225 mm. 8,730 meters either asbestos cement or concrete server pipes, dia. ranging from 300 mm to 675 mm. 90 meters steel pipes, dia. ranging from 150 mm to 375 mm. 570 manhole covers. 3,250 stepirons. Partly financed by African Dev. Bank & any firm approved by Bank will be entitled to place tender. Contract will have duration 18 mo. Applications for tenders must be accompanied by non-refundable fee of Mauritius R.S. 1,000 in form of certified check drawn on bank registered in Mauritius & made payable to Govt. of Mauritius. Obtain bid docs. from—R. N. Beatty, Sir Alexander Gibb & Partners, Barclays Bank Bldg., Bell Village, Port Louis, Mauritius. Cable GIBBOSORUM; telex 276 GIBMAN 1 W. Bid deadline April 21.

3299300 — WEST GERMANY — Gaskets used in automobile industry. Prospect is medium-sized mfr. of precision parts made to customer's specs. Employs 100 & lists annual sales at DM 10 million. Favorably known to Consulate General. Reply to—Mr. Schick, Burgmaier - Metalltechnik GmbH, Hauptstrasse 106, D-7936 Allmendingen. Telex 71752; tel. 7391/6067.

Nonferrous metals

3353224—JAPAN—Aluminum sheets, 99.5 or 99.7 percent purity, bright finish, cut 400 mm square (or 400 x 1,200mm), with thickness of 0.3mm, 0.4mm or 0.5mm. Sheets used for name plate mfg. by importers, so critical accuracy in dimensions is not required. Equivalent inch dimension also acceptable. Monthly requirement equivalent of 13,800 0.3 mm sheets. Major mfr. of aluminum name plates in Japan. Estab. 1957, has 316 employees, annual sales 1.5 billion yen ($6.2 million). Reply to—Shigeru Yamaguchi, Dir. & Plant Mgr., Corona Industrial Corp., 5-35-3 Nishi Nippori, Arakawa-Ku, Tokyo 116. Cable ARACORONA TOKYO. Tel. 03-807-4141.

Cutlery, hand tools, hardware

3429498 — JAPAN — Builders' hardware, residential. Est. annual purchase $100,000. Buyer is mfr./builder/exporter of prefabricated concrete & wooden houses. Annual sales $145 million. Ref.: Tokai Bank, head office, Nagoya. Reply to—Yoshio Nakanishi, Mgr. Overseas Div., Daiei Housing Co., Ltd., 9-5 Sakae 2-Chome, Naka-Ku, Nagoya 460, Japan. Cable DAIEIHOUSING NAGOYA. Telex 4427427; tel. 052-231-5571.

Hydroelectric power systems

3441341-59, 3443298, 9918102—MALAYSIA—Design, supply, erection, testing & commissioning following equip. for Tenom-Pangi hydro-power project—4 sets fixed-wheel type diversion weir gates, having 15 meters width & 9 meters height; 1 set fixed-wheel type diversion weir regulating gate, having 6 meters width & 12 meters height; 4 sets fixed-wheel type intake gates, having 6 meters width & 9 meters heights; 1 line steel penstock with trifurcation, having 5.2 meters in dia. & 173 meters in length; stoplogs, trash racks & mechanical rake. Tender docs. available for M$350 (US$1 approx. M$2.35 from Gen. Mgr., Sabah Electricity Board, Mile 1, Tuaran Rd., P.O. Box 452, Kota Kinabalu, Sabah Malaysia. Bid deadline May 8.

Small arms

3484264—ALGERIA—Supply 500 double-barrel shotguns, 16mm bore, wood grip. Tender document issued. U.S. firms interested should write to below address with technical literature & 6 copies proforma invoices. Offer must be c.i.f. Algiers, incl. payment conditions, delivery dates & kind of packing. Offer & all corres. must be in French; all specs. metric. Write to—Dir. Generale De La Surete Nationale, Sous-Dir. Des. Finances Et De L'Equip., Ministere De L' Interieur, Place Ouanouri Mohamed, Algiers. Refer to SC/ZM/23/01/78; SN/SDFE/ARM.5. Reply ASAP.

Engines, turbines

3511141-261, 3272131, 3494115, 3536212, 3612200—COLOMBIA—6 generators, vertical axle, 13.8 kv & 514 rpm ea.; 3 for 100 mva cap. & 3 for 115 mva; all with excitation equip., grounded system, 13.8 kv busbar, pumps & refrigeration piping, accessories, spare parts & tools. Four 120 ton cap. overhead traveling cranes. Twelve 3-phase 13.8 kv/230 kv transformers—6 units for 60 mva & 6 units for 70 mva; one 3-phase service transformer for 230 kv/34.5 kv, & mva; two 3-phase transformers for 115 kv/13.8 kv & 34 mva to be used at Muna III water pumping station; 4 service transformers for support purposes. 6 vertical shaft hydraulic turbines, 4 jets, 514 rpm, corresponding regulators & control boards, spare parts, complementary equip., & tools. 3 of these units must be for 91 mw ea. & net waterfall of 865 m, & other 3 units must be for 108 mw & net waterfall of 1015 m. 6 ball valves for above turbines with 1.2 m dia. 3 for a max. pressure of 983 m waterfall & other

3 for max. pressure of 1,139 m waterfall. Butterfly valve with 3.7 dia., for max. pressure of 250 m waterfall. High pressure concrete (steel lined) reinforced pipes (with diameters that range between 3.10 m & 3.70 m) for pressures of waterfalls of 983 m & 1,139 m. Tender for acquisition & installation above equip. financed by World Bank loan, by local funds & suppliers' credit. Specs. must be purchased at address below for $10,000 pesos (US$263) 1st copy & 5,000 pesos (US$132) extra copies prior to submitting offers. Only those firms duly registered with EEEB & properly represented in country 5 days before bid deadline will be able to participate. Refer to Lic. Pub. Internacl. M-09, M-10, M-11 & M-12/78. Obtain specs. from —Empresa De Energia Electrica De Bogota, E.E.E.B., Calle 13, No. 37-35, Bogota, D.E., Colombia. Bid deadline April 25.

Construction machinery

3536210—AFGHANISTAN—One 10-ton & two 5-ton electric overhead traveling cranes. Financed from IDA credit. Offers should be made c.i.f. Karachi. Catalogs are requested. Complete tender docs. must be obtained from Foreign Purchasing Bureau, Road Construction & Maintenance Dept., Ministry Public Works, P.O. Box 577, Kabul, Afghanistan. Refer to bid no. AHMP-85. Bid deadline April 17.

Special industrial machinery

3553100—LIBYA—Supply of production equip. necessary for Tripoli & Betda Furniture Plant project. Financed by Libyan Govt. through Libyan commercial bank. Tender docs. & specs. must be obtained from Supply Section, GNOI, below address, upon payment of LD 100 ($340) prior to submitting offers. Offers must be accompanied by initial guarantee 2 percent total value bid, & successful tenderer should deposit final guarantee 10 percent of total value. Obtain bid docs. from—General Natl. Organization for Industrialization, Sanaa St., P.O. Box 4388, Tripoli, Libya. Refer to bid no. 1/78. Bid deadline May 3.

3554030-40-59-81—ALGERIA—All equip. for production wax paper, gum paper & combined paper ("papier complexe"). Tender docs. cost 200 DA ($50). Offer to remain valid 120 days past bid deadline. Offer & all corres. must be in French; all specs metric. Obtain bid docs. from—Monsieur Le Directeur Gen., SONIC, 64 Rampe Ali Haddad (Ex. Zaatcha), El Mouradia, Algiers. Telex 52933; tel. 66.38.00. Bid deadline May 30.

3569998—PERU—Metal scrap compactors, hydraulic or pneumatic, for compacting & baling light, fragmented metal scrap & waste. Centromin is largest govt.-owned mining entity, operates several mines, copper & zinc refineries, & other mining facilities in central Peru. Contact—Adolfo Colmenares, Tech. Asst., Purchasing Div., Centromin Peru, Empresa, Minera Del Peru, P.O. Box 2412, Lima 1. Cable CENTROMIN PERU; tel. 275210. Bid deadline ASAP.

Electric transmission, distrib. equip.

3612204, 3644112-225, 9918202—JAMAICA—Supply of poles & crossarms various classes & sizes, aluminum alloy conductors. Pole-line hardware, transformers & protective equip. This is 2nd phase rural electrification program involving some 200 miles primary distribution lines & 152 miles secondary distribution lines. Delivery by Aug. 7. Request for docs. must be accompanied by check for US$75 or J$101.25. Funded from IDB Loan 512/SF-JA. & govt. funds. Obtain bid docs. from—Gen. Mgr., Rural Electrification Programme Ltd., P.O. Box 999, Kingston 10, Jamaica. Bid deadline May 1. Tel. 9250080; telex 2180.

3613151-400, 3643061-62—SYRIA—Supply very large quantity repairable m.t. & l.t. fuses & sockets with equip. for their repair & testing & lightning arresters. Est. value equip. needed—$17 million. Bid & final bonds 350,000 Syrian lbs. & 10 percent contract price. Delivery period considered factor of preference. Delay penalty 1 Syrian lb. thousand daily. Mode of payment not defined. Offers admitting payment facilities or barter receive preference. Tender book obtainable against payment of 300 Syrian lbs. (US$1 = S.P. 3.90) from—Public Establishment of Electricity, Ministry of Electricity, Jamhouria St., Damascus. Refer to bid no. 658. Bid deadline April 22.

Electrical industrial apparatus

3621430-40—INDONESIA—Supplying 21 diesel generating sets for E. Java agriculture credit project under ADB loan no. 197 INO(SF). U.S. listed in tender announcement as eligible supplier. Cost tender docs. rupiah 20,000 (approx. $48.19) per set from Project Development Off., Directorate Gen. Cooperatives, Jalan Let. Jend. Haryono Mt., Tromol Pos 384, Jakarta Selatan, Indonesia. Bid deadline May 15.

3621430-40, 3662100 — BURMA — Supply one 100 kva diesel generating set. Supply 8 high frequency ssb transceivers. Financed from civil aviation dept.'s capital budget. U.S. Embassy Rangoon will forward copies bid invitation & specs. to interested U.S. firms on request, citing T-0024. Dir. Gen., Civil Aviation Dept., 104 Strand Rd., Rangoon. Refer to bid no. LA-NYA-NA/155/SATHAYA/251. Bid deadline May 1.

3621446—PAKISTAN—Two diesel-driven electric generating sets, 500-600 kw, 5000 rpm, ac, 50 cycles, 0.8 power factor, complete with cooling system, exhaust silencer arrangement, switch board panel, battery, safety devices & all necessary instruments (engine & generator) & 2 yrs. running spares. Value approx. $60,000. Financed by Asian Dev. Bank loan. According to tender notice, foreign participants, if they quote directly, are exempted from payment 2 percent earnest money with tender; but if they send their offers through their local agents in Pakistan, they will not be eligible for exemption. Above condition is also applicable to clause 10(1), (security deposit) of tender. Copies bid docs. available from Dept. of Commerce, TOP, Rm. 2321, Wash., D.C. 20230, tel. 202-377-2251 & must be obtained prior to submitting offers. These copies can be used for actual submission of bids. Bidders should mention that info about this opportunity was received through American Consulate General, Karachi. Refer to tender enquiry no. PMDC/PUR/77/262. Submit bids to— Gen. Mgr. (Purchase), Pakistan Mineral Dev. Corp., P.I.D.C. House, 1st Fl., Dr. Ziauddin Ahmed Rd., Karachi, Pakistan. Bid deadline April 29.

Motor vehicles, equipment

3711100-200, 3713100 — ECUADOR — 6 automotive vehicles (automobiles, pickup trucks & freight truck chassis). Tenderer is city of Manta's port authority. Fact that tenderer requests that interested parties apply in person for list of specs. indicates that it wishes to consider only such bids as are submitted by sellers having locally-established agents. Obtain specs. from—Senor Secretario De Autoridad Protuaria De Manta, Rompeolas, Manta, Ecuador. No bid deadline specified.

Ship building, repairing

3731315 — ECUADOR — 1 fishermen's school ship. Tenderer is city of Guayaquil's polytechnic school. Specs. & plans available for nonrefundable $40 at below address & must be obtained prior to submitting offers. Fact that bids shall be turned in personally as those sent by mail will not be accepted, & terms of payment required (25 percent in 3 down payments & balance within 5 years' time), compel recommendation that only U.S. firms having legally-established agent in Ecuador participate. Obtain specs. from—Dr. Otto Quintero-Rumbea, Seccretario Del Comite De Licitaciones, Escuela Superior Politecnica Dellitoral, Malecon Simon Bolivar 101, Guayaquil. Refer to lic. No. 01/78 ESPOL. Bid deadline May 10.

Railroad equipment

3743115-200, 3272000, 3312010, 3537100, 3576015, 3621400, 3662000—PERU—Natl. Railroad System Commission, Min. Transport & Communications, has under preliminary study several projects which aim at linking country's important mining complexes in south with existing railroad system. In order to proceed with studies on these projects, commission interested in gathering info. on prices, alternative types, & specs of railroad equip. available. Particularly interested in following equip.—diesel locomotives, 1600 hp, 2000 hp, 2400 hp & 3000 hp; cars for transporting passengers, copper ore, sulphuric acid, fuel, industrial & farm products; rails, concrete crossties & related hardware; railroad scales; loading, unloading & maintenance mechanical equip.; railroad signaling devices; telecommunications systems (by telephone line & vhf-uhf radio); telecommunications station, 4 channel, 60-90 watts; mobile communications equip., 2-4 channel, 45 watts; two channel portable equip.; remote control antennas; motor generator sets (diesel, 2.5-4 kw & 25 kw). Projects under consideration are all long-range & currently lack financing even for preinvestment study phase. Project, however, might represent long-range potential for railroad equip. sales & for consulting firms. Contact—Col. Guillermo Fernandez Davila, Ignacio Merino 1855, Of. 401, Lima. Tel. 715843.

Measuring & controlling devices

3824364 — ALGERIA — Supply 34 heating meters (calory meters) to be installed in water boiler room, incl. 1 electric contact meter & 1 thermal energy electronic calculator, 90 degrees centigrades max. temperature, & 3 bars pressure; 9 meters at heating water cap. 5 cu. meters/hr., 11 at 7.5 cm/h, 8 at 10 cm/h & 6 at 15 cm/h. No tender doc issued. Offer must be f.o.b. & c.&f., incl. complete tech. literature & documentation concerning mounting & maintenance. Offer & all corresp. must be in French; all specs metric. Submit offers by registered mail to—OMRC—DECE, DNC/ANP, Zone Industrielle, Oued Smar, El Harrach, Algiers. Telex 52668.

Animal furs

3999611-93—JAPAN—Mink fox pelts with

furs—est. annual purchase $400,000. Buyer is importer/distrib of rawhides & pelts of various animals. Capital $25,000. 1977 sales of $1.7 million. Ref.: Hyogo Mutual Trust Banking Corp., head office, Kobe. Reply to—Koichi Yoshii, Mgr., Sunrise Corp., Fukazawa Bldg., 34 Shimoyamate-Dori 2-Chome, Ikuta-Ku, Kobe 650, Japan. Cable SCORPIO KOBE; tel. 078-321-6767; telex 5622322 SUNRISE.

Construction

9911201-2-1-5-7-10, 9911300-100 — SWEDEN — Consulting engineering services. Skanska Cement, one of largest bldg. contractors in Europe, has been very successful in winning large construction contracts in E. Europe, Middle East & elsewhere. Planning bid on large construction project in Middle Eastern country, a town & related facilities at total cost of $4 billion. There are no Swedish consulting engineers large enough to handle such a project & Skanska seeking U.S. (or other national) consulting firm to join with them in bidding on project. Persson feels that only 20 or so largest U.S. firms could take on project. Bid deadline is mid-1978, but work on bid must begin immediately. Reply to—Bertil Persson, Civil Engineer, AB Skanska Cementgjuteriet, Fack, S-201 10 Malmo 1, Sweden. Cable SKANSKA, MALMO; tel. 040/144 000. Telex 32375 SKANDKA.

9911205-300 — SAUDI ARABIA — Saudi officials indicate project to build new Ministry Foreign Affairs building at Riyadh, presently located in Jidda, is moving rapidly. 3 consulting engineering companies said to be engaged in designing diplomatic quarters, housing for Ministry employees & Ministry bldg. Engineering studies for Ministry bldg. expected to be completed March. Ministry bldg. reportedly will incl. foreign service institute, computer & electronic data bank as well as microfilm dept. Tenders will be invited as soon as design & consulting engineering services completed for each phase of project. For diplomatic quarters, foreign embassies will be responsible for construction of individual chanceries & staff housing, but street layout & other public service facilities, such as electricity, water ministry bldg. & housing for officials, water supply, & sewage systems, will be done by govt. Ministry bldg. & housing for officials will be govt. projects for which tenders will be issued. Interested firms should make preliminary inquiries & send prequal. docs. to His Excellency, Sheikh Abdul Aziz Al-Thanayan, Undersecretary, Ministry Foreign Affairs, Jidda.

9911212, 9922103-99 — EGYPT — Society owns 138,750 sq. meters land on Mediterranean Coast west of Alexandria. Society wishes build tourist project on property, as investment, & seeks detailed proposals for developing land for this purpose. Interested parties may apply for contour map of site from Mr. Embaby at below address by payment of L.E. 25 (U.S.$35.71) per map. All offers must be submitted in person at below address. Project should cover following—gen. plan which includes architectural designs; study of public utility, sewerage, drainage & power requirements; complete tech. & economic study of project incl. time needed for construction; method construction, specs., & proposed bldg. materials; required licenses from Ministry of Tourism & Authority. Bidders must incl. bank letter of guarantee. Offers should be submitted through registered Egyptian agent from public or private sector. Obtain map from —Mr. Embaby, Secretary Gen., Housing Cooperative Society for Petroleum Sector Personnel, Osman Abd Al Hafiz St., Nasr City, Heliopolis, Cairo. Bid deadline May 9.

9912100-200-500, 3661000 — ECUADOR — Ing. Marcelo Paredes Ch., Tech. Dir. Ecuadorean Telecommunications Institute (IETEL), announced plans to proceed with rural telecommunications. Trunk line (largely microwave) connecting Ecuador north/south & east/west are now complete, & starting around mid-year 1978 IETEL plans to branch off these lines into rural areas. This undertaking estimated to cost US$18 million & would involve sophisticated & microwave facilities as well as more traditional wire transmission. Financing yet to be finalized. Tender expected to be issued soon for part of this project, probably involving switching equip. IETEL currently has L. M. Ericcson & GTE switching equip. in use. Some tech. assistance may be requested, but bulk of manpower will be sourced in-house. Interested U.S. firms may benefit by contacting IETEL at below address, & providing catalogs, price quotations, & other info. with copy of such communications directed to Ing. Paredes at same address. Spanish should be used to extent possible. Contact—Ing. Carlos Castro C., Gerente Gen., IETEL, Casilla 3066, Quito, Ecuador. Tel. 451-122; telex 02-2303.

9912101-201-901—SINGAPORE—Telecommunication Authority of Singapore preparing list of contacts for 1 of its Asean submarine cable network projects. Project works incl. design, mfr., construction, delivery, installation, testing & commissioning of wideband submarine cable systems. Tender invitation to bid will probably be out by end of year. Interested companies advised write to Tang Hoe Ming, Engr., Submarine Cable Group, Telecommun. Auth. Singapore, Rms. 3001/3002, Intl. Plaza, 10 Anson Rd., Singapore 2.

9913211—GREECE—Engineering, supply & installation machinery & execution all related civil engineering works for 1 citric acid production plant to be delivered on turn-key basis. Plant will have production cap. 3,500 tons/yr. with possibility for increasing cap. to 7,000 tons/yr. Plant to be constructed on site of present Hellenic Sugar Industry factory at Xanthi. Financed by Hellenic Sugar Industry, private corp. with govt. majority control. Invitation to tender is in English & Greek. Interested companies must purchase copies tender docs. for $30 from Fil. Gratzios, Mng. Dir., Hellenic Sugar Industry S.A., 34 Mitropoleos St., Thessaloniki, Greece. Refer to bid no. 1039/78. Bid deadline July 24.

9913399—ALGERIA—Supply all equip. & process & civil works for construction 1 carbon paper factory in eastern Algeria, 1,000 m/t cap. Offer to remain valid 120 days past bid deadline. Offer & all corresp. must be in French; all specs metric. Obtain bid docs. for 200 DA ($49.79) from Monsieur Le Directeur Gen., SONIC, 64 Rampe Ali Haddad (Ex. Zaatcha), El Mouradia, Algiers. Bid deadline May 30. Tel. 66.38.00 & 66.38.01; telex 52993.

9915104—ECUADOR—Guayaquil Municipal Sewage Treatment Enterprise (EMAG) plans construct sewage & storm drainage systems in W. suburbs Guayaquil. Some 208 km sewage pipes & 39 km storm drain pipes will be laid. Est. cost of project $30 million, with $17 million to be financed by IDB. Interested firms should contact—Ing. Guillermo Castillo, Gerente, Empresa Municipal De Alcantarillado De Guayaquil (EMAG), 10 De Agosto No. 112, Casilla 7260, Guayaquil, Ecuador. Cable EMAG.

9915101 — ALGERIA — Construction soil treatment & drainage works in irrigated area of Habra (Wilaya of Mascara, W. Algeria). Works divided in 3 lots—lot 1) earth works in Oueds (small river) & "chabets" of plain forming natural outlet for rain waters & irrigation returns, earthwork total volume est. at 540,000 cu. meters; lot 2) all works for soil treatment & drainage network, channels, gutters, drainage pipes, bridge, channel cross-drains, drainage valves, aerial passage; lot 3) concerns all earth works, posting of drainage pipes & collectors, 1,580,000 cu. meters volume earth working, 1,550 kms length pipes, & 36 kms length collectors. Partial offer is acceptable. Offer to remain valid 90 days past bid deadline. Offer & all corres. must be in French; all specs. metric. Cable SECRETHY ALGER; telex 52516. Obtain bid docs. from—Direction Generale De La Mise En Valeur, Ministere De L' Hydraulique, De La Mise En Valeur, Des Terres Et De L' Environnement, Ex Grand Seminaire Kouba, Algiers. Bid deadline April 26.

9915109—JORDAN — Govt. negotiating credit from Intl. Dev. Assn. to partially finance construction program of water supply & sewerage extensions for Amman. Works to be carried out divided into 8 contracts—Contract no. 2S—supply & laying sanitary sewers Shmisani & Nuzha comprising 1 km of mains & 40 km laterals & house connections. Contract 3WS—laying water pipes in Jebel Hussein, Jebel Amman & Sport City. Supply & laying sanitary sewers in same area. Work comprises about 3 km water mains & 55 km for water laterals & house connections, 40 km for sewer laterals & house connections. Contract 4WS—laying water pipes in Hashemi, Qusur, & Nazzal. Supply & laying sanitary sewers in same areas. Work comprises 48 km water laterals & house connections. Water reservoir in Hashemi. Contract 6WS—laying water pipes & supply & laying sanitary sewers in Marka. Work comprises 36 km water laterals & house connection; 18 km for sewer laterals & house connections & civil works for 1 sewerage pumps station. Contract 7MW—supply water pipes & fittings for contracts 3WS & 6WS. Contract 8 MS—mechanical & electrical equip. for water & sewerage pump stations. Contract 9MW—supply 15,000 water meters & maintenance & operation equip. Supply maintenance equip. & vehicles. Tenders from contractors experienced in similar works this magnitude with proper personnel, equip. & sound financial position, which would be part of evaluation, will be considered. Tender docs. for contracts 7MW & 9MW available & closing date is April 30. Tender docs. for other contracts will be available starting April. Interested bidders must obtain tender docs. for stated works, either separately or together, for JD.100 (US$3.19=JD.1) for tender 7MW; JD.15 for tender 9MW, prior to submitting offers. Obtain bid docs. from—Amman Water & Sewerage Authority, P.O. Box 2412, Amman, Jordan. Refer to project 888.

9916100—YEMEN—Yemen Arab Rep. Highway Authority tendering 2 separate highway construction projects. Both roads to be asphaltic concrete pavement. Projects financed by Saudi Fund for Dev., Riyadh. One highway stretches approx. 204 km from port city of Hudaydah north to Saudi Arabia. Terrain is flat to rolling hills. Work to be completed in 1,300 consecutive days commencing about mid-1978. Tender docs. obtainable by cash or checks for

U.S. $500 (non-refundable) per set. Deadline April 17. 2nd highway approx. 79 km long from Sa'dah to Saudi border. Terrain is rolling hills to mountains. Work to be completed in 1,100 consecutive days beginning about mid-1978. Docs. obtained by cash or check in amount U.S. $250 (non-refundable) per set. Deadline April 18. Obtain bid docs. from—Highway Authority, P.O. Box 1185, Sana, Yemen Arab Rep. Cable TOROKAT, SANA. Telex 208 ASHGAL YE, YEMEN.

9917302, 3312600, 3494000, 3531800, 3561000—ECUADOR—Guayaquil municipal potable water enterprise (EMAP) plans $28 million project to transport water from Guayaquil area to Santa Elena peninsula. About 60 percent of project's cost will be financed by World Bank. Public call for bids will begin this month. U.S. firms may find trade opportunities for supply pumps, valves, trucks, backhoes, water purification minerals, piping & other materials. Responsible organization is Attn.—Ing. Antonio Velez Mejia, Gerente, Empress Municipal De Agua, Potable De Guayaquil (EMAP), Casilla 5253, Guayaquil, Ecuador. Telex 3398 EMAPGY—ED.

9918100, 9922199-299—URUGUAY—Ministry of Industry & Energy conducting feasibility studies of solar energy potential in Uruguay. U.S. Embassy in Montevideo reports demonstration models have been installed by French, Italian, Japanese & Israeli mfrs. in Montevideo, Punta Del Este & Colonia Suiza. Ministry has expressed interest in obtaining demonstration models from U.S. firms. In fact, Uruguayan Dir. Energy, Manuel Berger, recently commented to U.S. Embassy that he would like to see more interest by U.S. firms. Any firms interested in providing engineering services or equip. should contact director's office at below address. Send copy of your letter to Janice Philbrick, Major Export Projects Div., Dept. of Commerce, Rm. 3414, Washington, D.C. 20230, in case Embassy provides further details & may need to reach those firms which have responded. Contact — Ing. Manuel Berger, Dir. De Energia, Rincon 723, Montevideo.

9918100-200—PAKISTAN—Planning Div., WADPA, has chalked out power generation & transmission dev. plan for 5 years involving capital outlay of approx. $2,662,-300,000, of which approx. $196,000,000 would be foreign exchange component. Plan involves material for 66, 132, 220 & 500-kv power generation & transmission lines with associated grid station equip.; hydraulic turbines (stated to be 4 in no. & 175-mw cap.); several steam units; gas turbines, & other related machinery, equip. & material. Most financing expected from World Bank & through other international sources. Contact—Water & Power Dev. Authority, Planning Div., Wapda House, Shahrah-E-Quaid-E-Azam, Lahore, Pakistan.

9918102-201-202—ECUADOR—2 polytechnic institutes of Ecuador have been working in coordination on overall & complete plans for expansion of rural electrication in Ecuador. These plans, which incl. feasibility & design studies, expected to be ready in May. Shortly after this date INECEL, state electrification enterprise, will start to issue tenders for materials, equip., & construction services to put these plans into effect. While most of value of this expansion will pertain to transmission & distrib. of 75mw & less, significant part will deal with generation. Financing is not yet determined; however, either Inter-American Dev. Bank or World Bank will probably be involved. Current value est. for such tenders is $20 million. Expansion of rural electrical generation will be effected in remote & hard-to-get areas where extension of electricity by transmission lines would be less practical. There is particular interest in mini-hydroelectric plants in range of 500-2,000 kv that could be adapted to existing rivers & waterfalls without recourse to dam construction. Thermal generation is less desirable due to difficulties of transporting fuel. Interested firms advised to make their interest known to INECEL prior to issuance of tenders, & may benefit by sending company catalogs & other info., & offering training. Such expressions of interest should be directed to—Ing. Rodolfo Terneus, Gerente Gen. & Ing. Victor Salgado V., Dir. Ejeccutivo De Operaciones Regionales, INECEL, below address. For info. on studies, contact—Escuela Politecnica De Quito, Isabella la Catolica Y Venitimilla, Quito, Attn.—Ing. Mena, Jefe De Estudios, Grupo Sierra, & Escuela Politecnica De Guayaquil, Rocafuerte Y J. Coronel, Guayaquil, Ecuador, Attn.—Ing. Juan Saavedra, Jefe De Estudios, Grupo Costa. Contact—Instituto Ecuatoriano De Electrificacion (INECEL), Ave. 6 De Diciembre Y Orellana, Quito, Ecuador.

9918102, 3511200—MALAYSIA—Design, supply, erection, testing & commissioning following equip. for Tenom-Pangi hydropower project—2 sets Francis type water turbines, 22,700 kw; 2 sets generators, 25,000 kva, ancillary equip. Tender docs. available for M$350 (US$1 approx. M$2.35) from Gen. Mgr., Sabah-Electricity Board, Mile 1, Tuaran Rd., P.O. Box 452, Kota Kinabalu, Sabah, Malaysia. Bid deadline May 8.

9918104—INDONESIA — Invites sealed bids covering mechanical & electrical construction for addition 400 mw (2x200) units 4 & 5 steam power plant at Muara Karang thermal power plant site on N. W. outskirts Jakarta serving Jakarta & W. Java transmission system. Financed by govt. & World Bank. Bidding docs. comprise 3 vol. & construction drawings—Vol. I, invitation & instructions to bidders, gen. & special conditions, bonds & contract forms, spec. equip. data sheets. Vol. II, mechanical construction spec. & construction drawings. Vol. III, covers installation of—owner furnished transformers, electrical substation equip. & assoc. electrical equip. Contractor to furnish electrical power & control wiring, lighting & associated electrical materials. Proposal will be received for Vol. II & III as single proposal only. Complete sets bidding docs. may be examined & obtained against non-refundable deposit from address below or Black & Veatch International, 1500 Meadow Lake Parkway, Kansas City, Mo., 64114, Attn. L. J. Svoboda. Complete sets bidding docs. consist 7 copies Vol. I, 1 copy Vol. II with 1 set mechanical construction drawings & 1 copy Vol. III with 1 set electrical construction drawings. 6 copies Vol. I must be submitted as part of proposal. PLN will only consider bids from qualified contractors or their authorized rep. To qualify for award, bidder must have successfully constructed other facilities similar type & equal or greater size & complexity. Evidence shall consist of listing facilities indicating owner's name, location, approx. value, type facilities, date completion & size plant equipment. Obtain bid docs. from—Directorate of Planning, Perusahaan Umum Listik Negara, Jalan Trunojoyo Bolk M 1/135, Kebayoran Baru, Jakarta Selatan, Indonesia. Bid deadline May 3.

9918201—NIGERIA—Tenders invited for mfr., supply, testing, delivery, erection, commissioning & maintenance for 330 kv transmission system to incl. overhead lines, switchgear & civil works power transformers & ancillary equip. 3 separate contracts will be placed—330 kv overhead lines, 2 single circuit lines, Beninajaokuta & Sapele-Aladja (route length 260 km.), 1 single circuit line, Jebba-Oshagbo (route length 150 km.), 1 double circuit line, Jebba substation—Jebba power station (route length 8 km); 330 kv switchgear & civil works at new Ajaokuta substation; two 150 mva, 330/132 kv transformers at Ajaokuta. Tender docs. available upon payment pounds 20 sterling at Merz & McLellan, Amberly Killingsworth, Newcastle Upon Tyne, U.K. No bid deadline stated.

Consultancy & services

9922109—MALAYSIA — Tenders invited for airborne magnetic & radiometric surveys of area of 32,375 sq. km in central W. Malaysia using rotary wing aircraft equipped with digitally recording, standard sensitivity magnetometers & differential, 4 channel gamma-ray spectrometer. Interested geophysical companies invited submit sealed tender in 6 copies to—Dir. Gen., Geological Survey of Malaysia, 2nd Fl., Survey Bldg., Jalan Gurney, Kuala Lumpur. Bid deadline April 30.

Natural resources development

9923206—BRAZIL—Construction & installation 1 complete fish hatchery station comprising laboratory (1); larvarium (12); feed distribution center (1); crawls (12) for growing, crawl (1) for hatchers; water supply, storage & drainage system. CODEVASF obtained World Bank loan for project. Bid specs. & instructions may be purchased at cost of cruzeiros 5,000 from Companhia De Desenvolvimento Do Vale Do Sao Francisco—CODEVASF, Edificcio Central Brasilia, Setor Bancario Norte, Projecao 14, Brasilia, D.F. Refer to bid. no. 03/78. Bid deadline May 4.

Special product groups

9950016, 3541800, 3549400, 3623000, 3662-200, 3694000, 3711000—BOLIVIA—Below organization advises that in near future intl. call for bids will be published for purchase of machinery & equip. for mechanical training; electrical training; automotive mechanical training: agro-mechanical training; welding for civil construction; & for radio/television training. Also, various types of vehicles. Financed by World Bank loan 1404-BO. Value purchase est. to be US$1,294,000. Quotations c.i.f. La Paz. Specs. will be available in April from Min. De Trabajo Y Desarrollo Laboral, Servicio Nacional De Formacion De Mano De O'bra, Casilla Fomo, Pliegos Oficiales, La Paz. Refer to bid no. 140 ABO (BIBDR-FOMO).

9998300—ITALY—Low density rubber & synthetic materials, either neutral or colored. Quantity over 25,000 tons/yr. Est. value $230,000. Material to be recycled into trash & shopping bags. Along with proposal, quote prices c.i.f. or f.o.b. Naples. Well regarded local partnership operating, at below address, a well-equipped factory with productive capacity of 10 tons bags/day. Estab. 1976, employs 57 & develops substantial & profitable volume of trade. Reply to—Enrico De Sio, Mgr., Partenopea Resine S.R.L., Via Argine 719, 80147 Napoli, Italy. Cable PARTENOPEA RESINE, PONTICELLI. Tel. 081/7562145.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Sand, gravel

1446—DOMINICAN REP. — Silica sand. Organized 1963 to import & distrib. refrigeration equip. & parts. Also sells industrial raw materials on commission basis. Paid in capital $80,000. Claims annual sales vol. $1,000,000. Employs 7. Reply to—Nathalia de Berges, Mgr., Berunde Comercial, C. Por A., Calle Barahoh Ona No. 301, Apartado No. 848, Santo Domingo. Cable BERUNDE, tel. 683-7349.

Broad woven fabric mills, cotton

2211660—WEST GERMANY — Table cloths, all kinds, 100 percent cotton or blends, printed or plain, colored, good quality. Mfr. & distrib. of table covers. Estab. 1969, incorporated 1977, 17 employees. Turnover reported for 1977 at DM 1.5 million. Sales area—W. Germany. Reply to —Mrs. J. Bayer-Nickel, Mgr., J. Bayer-Nickel GmbH, Bahnhofstrasse 18, 6902 Sandhausen, Germany. Tel. 06224-2506.

Broad woven fabric mills, wool

2231210-20-30-40-50—WEST GERMANY —Apparel fabrics, 100 percent wool, & blends chiefly wool; men's & boys' clothing apparel fabrics, 100 percent wool, & blends chiefly wool; women's & young girls' finished wool apparel; fabrics for men's suits, ladies' costumes & coats, medium to high quality material, patterned. Widths —150 centimeters. Represents German weaving mills & has customers in German clothing industry. Has good contacts to large buying cooperatives. Estab. 1888, annual sales DM 10-11 million. Financial ref.—Stadtsparkasse, 5600 Wuppertal 1. Reply by fastest means to—Herr Van Der Meulen, Rudolf Wirth, Postfach 130358, Neuenteich 32, 5600 Wuppertal 1, Germany. Tel. 0202/443667; telex 8591748.

2231285—NETHERLANDS — Mohair fabric sought for direct sale/rep. Benelux area. Estab. April 1977, staff 10, auth. & paid-in capital fls. 75,000, sales for 8 months 1977 fls. 1,000,000. Bankers: Rabo-Bank NV, Thorn. Recommend transactions on secured basis. Reply to—C. Freulich, Mgr., Clubmeubelfabriek Freulich BV, Ittervoorterweg 3/5, Thorn, Netherlands. Tel. 04756/1244.

Textile goods

2299261—WEST GERMANY—Jute yarn; 150 meters/kg, 200 meters/kg. Est. annual import volume—150-200 tons. Dealer in home textiles & various kinds of yarns. Employs 16 & lists annual turnover of DM 6 million. Favorably known to Consulate General. Reply to—Mr. Maisch, Schoeberl GmbH, Leonberger Str. 15, D-7140 Ludwigsburg, Germany. Telex 7264870; tel. 7141/23341.

Men's, boys' clothing

2323000—MOROCCO — Men's & boys' neckwear, incl. knit neckties & scarfs. Specializes in men's & women's wearing apparel. Seeks U.S. mfrs. of above for direct purchase & representation. Send catalogs & cost quotations. Reply to—Bhagwan Nanwani, Ets. Rewachand S.A., 12 Ave. Pasteur, Tangier, Morocco. Cable REWACHAND; tel. 313-48.

2323049—NETHERLANDS — String ties, men's and boys'. Small firm, estab. 1976, active as trading co. Also licensed to mfr. shoes but presently non-active. Auth. capital fls. 50,000, paid in 15,000, annual sales approx. fls. 1,000,000. Presently exports wooden shoes, stationery goods. All transactions on secured basis. Reply to—J. Slaats, Slaats Schoenfabrieken BV, Import-Export, J. De Rooystraat 1, Waalwijk, Netherlands. Telex 50337; Tel. 04160/33600.

Pulp mills, products

2611111—NETHERLANDS—Pulp for paper making. Estab. 1947, staff 5, auth. capital fls. 100,000, paid in 50,000, annual sales fls. 35,000,000. Represents — PWA Papierwerke, Waldhof-Aschaffenburg, W. Germany, for hygienic paper; Billerud, Sweden, Celbi, Portugal, Aracruz, Brazil, for pulp. Recommend transactions on secured basis. Reply to—G. K. Brouwer Jr., Mgr., Brouwers Handelsonderneming BV, Zaanweg 110, Wormerveer, Netherlands. Cable ZABRO; Telex 13046; Tel. 075/285151.

Electronic equip.; optical systems

2662347, 3832131—WEST GERMANY — Electronic alarm systems for commercial & private use; also, binoculars for night use. Electrical equip. must be adjustable to 220 volts, 50 hertz. Quote c.i.f. W. Berlin, if possible. Reply to—Herrn Hoh, Imexo GmbH, Lietzenbruger Strasse 46, D-1000 Berlin 30. Tel. (030) 24-93-83.

Fabricated rubber products

3069731—MOROCCO—Pacifiers, rubber for babies. Firm imports & distributes all kinds of small chemical & laboratory apparatus & supplies used in drugstores & also hygienic products & toilet preparations for babies. Seeks U.S. mfrs. of products for exclus. distributorship. Send letter & publicity material in French, if possible, to Madame Lahlou, Apothicaires S.A., 192-194, Blvd Moulay Ismail, Casablanca. Phone 24-63-16.

3069858—WEST GERMANY—Scuba/diving suits, lightweight waterski. Would like to sell U.S. products under its own name in Europe. U.S. mfrs. should supply products according to German firm's color specification (white with red-orange pattern). Estab. 1974; employs 6; annual sales about DM 4 million. Reply by fastest means to—Herr W. Moegling, Interhamo Vertriebsgesellschaft, F. Freizeit mbH & Co. KG, Oststr. 13, 4000 Duesseldorf 1. Tel. 0211/950406; telex 8586684.

Abrasive, asbestos products

3291431—DOMINICAN REP.—Steel wool. Estab. 1957 as importer & distrib. of food products. Later diversified activities to incl. sales on commission of ind. raw material. Paid in capital $160,000, claims annual sales volume $3,000,000 & employs 60. Corres. in Spanish. Contact—Nelson Abreu, Sales Mgr., Almacenses Duran C Por A, Juan Erazo No. 338, Santo Domingo, Dominican Republic. Telex 3264320, tel. 687-6246.

3292610—HONG KONG — Vinyl asbestos floor tile. Telex—Henry Fong, Mgr., Modern Living Material Supplies Center, 94 Queen's Rd. East, G/F, Wanchai, Hong Kong. Cable MOLIMASUCE, H.K.; telex 65673 MOD; tel. 5-281218. Experienced building materials company. Direct sale for resale/distrib.

3292735—MOROCCO — Heat insulating materials for covering boilers & pipes; also pipe insulation. Imports & distributes wide range of products incl. insulating material, false ceilings, refrigerating rooms, etc. Seeks U.S. mfrs. of products listed for distrib. Please send letters & publicity material in French, if possible. Reply to—Joseph-Jean Gerin, Etreprise Cherifienne, D'Isolation (Ech-Isol) S.A., 77, Rue Pierre Parent, Casablanca, Morocco. Tel. 27-11-53 or 27-21-07.

Steel mill products

3312200—BANGLADESH — Steel billets; est. annual requirement 50,000 long tons. Firm interested in obtaining U.S. agency franchises for steel billets to participate in tenders issued by state-owned Bangladesh Steel & Engineering Corp. & other private buyers; marketing territory — Bangladesh; no other U.S. company represented; no complementary & competitive lines handled. Firm claims 1977 sales in amount of $45 million, incl. sale of few helicopters to Bangladesh Directorate of Defense which were purchased from Singapore subsidiary of Bell Helicopters of U.S. WTDR 6/77. Reply to—Anwar Hossain, Mng. Dir., Unicorn (Bangladesh) Ltd., 6 Motijheel Commercial Area, G.P.O., Box 709, Dacca-2 Bangladesh. Cable UNICORN, DACCA.

Nonferrous metals, rolled & drawn

3354100—WEST GERMANY — Extruded aluminum profiles for use in building trade. Buyer, medium-sized distrib. of fastening elements & aluminum products, with good contacts to local industry, such as Bosch, Mercedes, Bauknecht, Zanker, & others, wishes to expand. Employs 4. Derives monthly commission of DM 30-40,000 from sales orders. No special requirements as to price quotation. Terms of payment upon agreement. Favorably known to Consulate General. Dir. purchase for resale to endusers & dealers; sales rep./distrib. for S. Germany. Reply to—Hans Ammann, Gruener Weg, D-7260 Calw, Germany. Telex 726145; tel. 7051/40201.

Insulated bottles

3429300—DOMINICAN REP.—Vacuum & insulated bottles. Casimiro Fajar Alvarez started operating as commission agent in 1963. Buys chiefly from Canada, U.S. & Portugal, & claims annual sales volume of $300,000. Corres. in Spanish. Co. ref.: Purchasing Agents for Latin American Countries, 130 St. Paul's Place, Brooklyn, N.Y. 11226. Contact—Casimiro Fajar Alvarez, Prop., El Conde No. 204, 2do, Piso, Santo Domingo, Dominican Republic. Cable CAFAEL; tel. 682-1795.

Metal stampings

3462000—DOMINICAN REP.—Direct sale and rep. opportunity for chains, forged steel. Organized 1972; present paid-in capital $98,000. Engaged in commission agency business & deals in industrial machinery & parts. Claims annual sales volume $300,000, employs 9. Ref.: Glendale Optical, 130 Crossway Park Dr., Woodbury L.I., N.Y.; Weksler Instruments Corp., 80 Mill Rd., Freeport, N.Y. 11520. Contact—Mireya Margarita Sanchez F., Mgr., Servicios Y Agencias Nacionales, C. por A. (SANCA), Jose Contreras No. 65, Santo Domingo, Dominican Republic. Cable SANCA; telex 3460265; tel. 533-1939.

3462000—DOMINICAN REP. — Chains, forged steel. Organized 1972 with paid-in capital of $40,000, since increased to $496,000, to engage in importation & distrib. of industrial equip. & parts. Claims annual sales volume $1,200,000, employs 8. Contact—Nelson T. Bello, Pres., Aderca, C. por A., Apartado 1223, Santo Domingo, Dominican Republic. Cable ADERCA; telex 3460225; tel. 566-1505.

3469503-05-12—ECUADOR—Excel. agency on commission basis sought for cooking & kitchen stainless steel utensils. Reply to—Jose Zevallos-Rodriguez, Jozero Cia Ltda., Casilla 594, Guayaquil. Cable JOZERO; tel. 308908.

3469971—WEST GERMANY — Electronic enclosures. Estab. 1949, employs 60. Mfr. process control instruments & distributes production equip. for electronics industry. Company makes satisfactory profits. Sound financial background & meets obligations promptly. Considered to be suitable business partner. Reply to—Dr. Ekkehard Suess, Karl Suess KG, Postfach 1809, D-8046 Garching B. Muenchen, Germany. Tel. 089/3204071.

3469998—CANADA—Mail boxes, residential & apartment. Vacuflo of B.C. Ltd. is parent firm who wishes market through their newly formed co., Canadian Vardac Corp. Canadian corp. acts as distrib. & supplier of electronic & general merchandise for home use. Territory incl. W. & Central Canadian provinces. Since catalogs sent to every building outlet in W. Canada, purchasing would have to be on distributorship basis. Reply to—Don Patterson, Merchandising Mgr., Vacuflo of B.C. Ltd., 2295 Oak Bay Ave., Victoria, B.C., V8R 1G6, Canada. Tel. 604-595-2312 or 595-4024.

Farm machinery

3523500—IRAQ—Govt's State Organization for Excavation & Agricultural Stations (SOEAS) is preparing tender docs. for purchase of large number combines. Interested U.S. firms should write to SOEAS requesting that they be invited to bid on all future tenders, without reference to this specific order. Letters should be accompanied by brochures & specs. Stress should be given to operational efficiency & minimal maintenance requirement. Supplier who can provide mobile maintenance facilities & supporting staff during 1st yr. would be especially attractive to SOEAS. Correspondence should be submitted to below address with copy corres. to U.S. Interest Section, Baghdad for follow-up. Contact—President, State Organization for Excavation & Agricultural Stations, Abu Nawas St., Baghdad, Iraq. Tel. 96101; cable BULLDOZER, BAGHDAD.

3523861—KENYA—Windmill heads & towers, for power/energy from wind for pumping water & electricity. Quotation should be f.o.b & c.i.f. Mombasa. Reply to—J.R. Patel, Mgr., Masailand Enterprise, P.O. Box 42980, Nairobi. Tel. 335224.

Construction, mining, materials handling machinery, equipment

3534031—WEST GERMANY—Automobile lifts (mechanical). Prospect is medium-sized mfr. & distrib. of oil gasoline tanks, & socalled mud exhauster. Wishes to add U.S. products (car washing machinery). Employs 60 & lists annual sales of DM 12 million. Corres. German. Terms of payment upon agreement. Favorably known to Consulate General. Reply to—Mr. Manz, Firma Suedtank, Roggentalstrasse 2, D-7340 Geislingen—Eybach, Germany. Telex 715 171; tel. 7331/63074.

Special industrial machinery

3559555—GERMANY — Equipment for producing technical glass & porcelain components. Major W. Berlin East-West trader seeks import of above in substantial quantities for wholesale trade in W. Berlin & resale to E. Europe. Electrical specs. must meet European standards of 220 volts & 50 hertz. Metric measurements also desired. Quote c.i.f. German port, if possible. Reply to Herrn Butschkan, Firma Horst Gelsdorf KG, Monumentenstrasse 15, D-1000 Berlin 61. Tel. (030) 785-70-31.

3559589—SAUDI ARABIA—Seeks to represent U.S. line of jeweler's machinery. Wishes contacts from U.S. firms with catalogs & prices & other details. Write—Manager, Saudi Gold, P.O. Box 4713, Riyadh, Saudi Arabia. Tel. 21449.

Electrical industrial apparatus

3621440, 3519310—IRAN—AC diesel driven generators all ranges, stationary diesel engines. Estab. 1971 with registered capital RS 3 million ($43,600) & operating capital of RS 50 million ($710,000). Imports electrical mechanical equip. from General Motors Corp., U.S.; also France, U.K., & W. Germany, now wishes import diesel driven generators & stationary diesel engines, all ranges, for standby industrial use. Reply to—Ebrahim Aryeh—Mng. Dir., Empart Co., Park Ave. 21st Str., No. 5, Tehran. Tel. 626554/626546; telex 21-533; cable EMPART.

3622074—ISRAEL—Special purpose A.C. & D.C. controllers. Interested receiving literature, technical descriptions & quotations c.i.f. basis. Newly estab. co. (1977). Imports electronic components from U.S. & Europe, & exports various electronic equip. to Europe. Management well versed in field of electronics. Banking sources report subject maintains good business morality. Employs 3; sales volume 1977 reportedly IL. 300,000. ($1.00 = IL. 15.16 as of Oct. 28). Reply to—Dan Geisler, Dir., Geisler Electronics, 19 Ir Hayona St., Tel Aviv, Israel. Telex 341883 MANA IL; tel. 03-479610.

3624150—WEST GERMANY—Seeks representation & distrib. of electrodes, carbon & graphite. German co. sells throughout world & wishes extend its product line. Principal customers are papermills, foundries & chain store groups. Firm is 100 percent subsidiary of Ekmanns, Goeteborg (annual sales DM 800 million). Warehouse facilities available. Estab. 1950; employs 57; annual sales DM 25 million. Bank ref. —Dresdner Bank AG, 4000 Duesseldorf & Commerzbank AG, 4000 Duesseldorf. Reply by fastest means to—Herr F. Eigen, Sales Mgr., Ekmanns & Co. GmbH, Hallbergstr. 28, 4000 Duesseldorf, Germany. Tel. 0211/6302011; telex 8586564.

Household appliances

3631298, 3633395—SPAIN—Locks for gas cookers; solenoid valves for washing machines; electronic integrated circuit controls for washing machines. Agent associated in 1977 with another 7 agents in different cities in Spain. Currently sells electronic thermo & level meters, automatic machinery, generators, & current starters. Agents forecast good potential market for above, especially for integrated circuits for washing machines, which have not yet been introduced into local household laundry industry. Cites Banco De Bilbao & Banco as financial references. Quote c.i.f. Reply to—Javier Urrutia, Agent Engineer, Gordoniz, 7, Bilbao, Spain. Tel. 94-4436684.

3634198—CANADA — Agency sought for kitchen & bathroom fans. Estab. 1974, small importer-distrib. of ventilating equip.; provides technical services to engineers, architects & contractors. Employs 6 incl. 2 salesmen. Covers E. Canada. Annual sales $500,000. Specifically seeks new lines of pollution control & ventilating equip. to complement products now handled. Call or write—Jean-Paul Bourdages, Pres., Ariobec Inc., 10043 Mirabeau, Ville D'Anjou, P.Q. Canada H1J 1T7. Tel. 514/3543114.

Communications equipment

3662652—AUSTRIA—Facsimile communications equip. complying with CCITT standards. Inquirer is large mfr. & distrib. of telephone equip., telephone components, radio & TV equip., communications equip., transistors & other electronic & electric components. Employs about 2,500. Interested in agency/distrib. for facsimile communications equip., later on an agreement for partial mfg. or assembly in Austria may be worked out. Documented offers with c.i.f. European port quotations requested. Terms of payment subject to agreement. Correspondence English or German. Reply to—Dipl. Ing. Karl Rescheneder, Kapsch & Soehne AG, Wagenseilgasse 1, A-1121 Vienna, Austria. Cable KAPSCH VIENNA; Tel. (222) 834521; telex 1-1299.

3662652—GERMANY—Electronic alarm systems (nuclear reactor & power plant security systems, plant protection systems, & other alarm signal devices). Terms of payment & delivery to be negotiated. Founded 1974, is distrib. of computer & computer peripherals, alarm signal systems, etc. Satisfactory sales, sound financial background. Considered suitable trade partner. Reply to—Heribert Nowak, Plessey GmbH, Mororstrasse 56, 8000 Muenchen 40, Germany. Tel. 089/3516021.

3662681—FRANCE—Radio remote door controls. Estab. 1956. Imports service industry machines & parts. Employs 4. Bank ref.: S.F.B., Blvd. Haussmann, Paris. Reply to—Mrs. Azzimondi, Commercial Mgr., Cogfrance, 14 Rue Commines, 75003 Paris. Tel. 278-1058.

Electronic components, accessories

3679002—AUSTRIA—Computer tape distrib. agreements sought for Austria & E. European countries. In process of estab. own trading firm dealing in data processing accessories, electronic instruments, & related products. Experienced in East-West trade with many official & business contacts in E. Europe. Documented offers with price quotations c.i.f. European port if possible. Corres. in German or English. Reply to—Friedrich Misela, Engerthstrasse 167/28, A-1020 Vienna. Tel. 26 58 135.

3679002—NETHERLANDS — Computer tapes, discs. Estab. 1972, staff 3, auth. & paid-in capital fls. 15,000, annual sales fls. 4,000,000. Represents Monti, Belgium, for chainforms, Hummel, Magstadt, W. Germany for punch cards & Scotch 3M for magnetic data products. Recommend transactions on secured basis. Reply to—P. J. Van Dijk, Mgr., Bartels Computer Supplies BV, P.O. Box 371, Ant. Der Kinderenlaan 27-28, S-Hertogenbosch, Netherlands. Tel. 073-147084.

3679011—12-16-52-94—WEST GERMANY—Sonar transducers; ultrasonic, vibration, etc.; strain gauge transducers; printed circuit boards, printed cables, etc.; piezoelectric filters. Quotations—airfreight f.o.b., 30 days net. Estab. 1977. Owner & mgr., U. Czicholl, acted as gen. mgr. for a well-known Munich electronics co. before he estab. his own firm. Enjoys good reputation. Finances said to be sound & so far obligations have been met without delay. Regarded suitable business partner. Reply to—Uwe Czicholl, Cimatec GmbH, Mechthildenstrasse 11, 8022 Gruenwald B. Muenchen, Germany. Tel. 089/6413442.

3679015—SWEDEN—Low pressure transducers to measure air flow in connection with ventilation. Pressure ranges 0-1 n-m2 and 1—10 n – m2. 100 units first year. Est. 1970. Owned by Liljengren & 2 partners. Employs 5 & annual sales of 2 million kr. (4.70 kr equals U.S. $1.00). Deals in ventilation & heat recovery equip. & operates as consultants within this field. Reliable local source reports business progressive & profitable. Owners described as reliable & competent. Payments met promptly & source recommends business. Reply to—Morgan Liljengren, Ventilationstjanst AB, Stationsgatan 4, S-430 60 Landvetter, Sweden. Tel. 031/71 18 00.

Measuring & controlling devices

3825227—WEST GERMANY — Electrical power measuring equip. used in garages & repair shops. Firm seeks U.S. suppliers for distributorship & representation of products listed. Principal customers are automobile industry, tool dealers, & plumbing mfrs. Warehouse facilities available. Estab. 1940; employs 6; annual sales DM 1.5 million; bank ref. Commerzbank AG, Remscheidlennep. Reply by fastest means to—Herr Linz, Ewald Stursberg & Co., Postfach 100850, 5630 Remscheid, Germany. Tel. 02191/80808.

3829439—WEST GERMANY — Overseas representation opportunity for new-to-market items in nuclear radiation detection & monitoring instruments. Small distrib. of medical apparatus & hospital appliances, employs 22 & lists annual turnover of DM 4 million. Would like to have c.i.f. quotation (Hamburg). Terms of payment 30 days net. Reply to—Wolfram Schnepp-Pesch, Servicomed GmbH, Buechelbergstr. 2, D-7500 Karlsruhe 41, Germany. Telex 7826764; tel. 721/48598.

Surgical, med., dental instruments

3841063—REPUBLIC OF SOUTH AFRICA—Disposable surgical products (syringes & infusion sets, etc.). Involved in paramedical field, & especially in contraceptive field. Agent of Multilan S.A. in Switzerland & Kli Inc. in U.S. Products asked for are required for both tender & private markets. Bankers given as Trust Bank, Hillbrow, Johannesburg. Cable ASAP—D. G. Cocolas, Dir., Rittn Enterprises (Pty) Ltd., P.O. Box 23792, Joubertpark, Johannesburg 2044. Cable MAPSOUT; tel. (011) 28-6091.

3842124—DENMARK — Distributorship sought for adhesive medical tape/plasters & bandages. Firm is well reputed, estab. 1956, employs 40. Sells wound care products to consumers market as well as to hospitals. Needs products for division selling to hospitals. Reply to—Eilert E. Petersen, Mng. Dir., Cederroth A/S, Generatorvej 8, DK-2730 Herlev, Denmark. Tel. 02-919233; cable CANECED; telex 15331 CEDER DK.

Photographic equipment, supplies

3861117—ISRAEL—Still cameras for detecting ground conditions, crop diseases, etc. Also for photogrammetric & infrared photography. End users: agricultural settlements, construction companies, ministries of defense & transport. Inquirer requests technical descriptions & price lists. Private limited co. estab. 1930. Excl. rep. & sole commission agent for automotive, aircraft, earthmoving, bldg., turbopower & marine machinery, equip. & parts, as well as chemicals & equip. for chemical & related industries. Excl. rep. of Cessna Aircraft, Wichita, Kans., for light aircraft; United Tractor, Chesterton, Ind., for towing tractors; Cummins Engine Co. Inc., Columbus, Ind., for diesel engines & generator sets; United Technologies Intl., East Hartford, Conn., for ind. & marine turbines & turbo generators; Barber Greene Overseas Inc., Aurora, Ill., for road paving equip. & asphalt plants; Clark Intl. Marketing S.A., Chicago, Ill. for earthmoving equip., & many other U.S. & European companies. Employs 50; annual sales of subject & its affiliates reportedly $25 million. Reply to—Mordechai Yeshurun, Sales Mgr., Aerial Dept., Levinson Bros. Engineers Ltd., P.O. Box 390, Tel Aviv. Cable ORIENTRUCK; telex 32399; tel. 03-622671.

3861532—HONDURAS—Sensitized photographic films, 120, 126, 135, etc. Requests offers c.i.f. Puerto Cortes and/or La Ceiba, including catalogs, price lists, terms of payment & delivery, etc. Expanding its business & will install a new large building in near future. Local banking circles report excellent reputation. Reply to—Rafael Jaar, Mgr., Casa Rafael, Ave. San Isidro, La Ceiba, Honduras. Cable RAFAEL; Tel. 420118.

3861557-81—ISRAEL—Still picture films, dry processing type, b&w, color, still picture films, dry processing type. Requests tech. descriptions & price lists. End-users include Ministries of Defense, Transport & Communications, as well as private institutions. Private ltd. co. estab. 1930. Excl. representative & sole commission agent for automotive, aircraft, earthmoving, building, turbo-power & marine machinery, equip. & parts, as well as chemicals & equip. for chemical & related industries. Excl. rep. of Cessna Aircraft, Wichita, Kansas, for light aircraft; United Tractor, Chesterton, Ind., for towing tractors; Cummins Engine Co. Inc., Columbus, Ind., for diesel engines & gen. sets; United Tech. Int'l., E. Hartford, Conn., for ind. & marine turbines & turbogen.; Barber Greene Overseas Inc., Aurora, Ill., for road paving equip. & asphalt plants; Clark Int'l. Marketing S.A., Chicago, for earthmoving equip.; Aeroquip Corp., Aerospace Div., Jackson, Wisc. for flexible hoses & fittings; Buckman Labs, Inc., Memphis, Tenn. for chemicals, & many U.S. & European companies. Employs 50; annual sales of subject & its affiliates reportedly $25 million. Reply to—Mordechai Yeshurun, Sales Mgr., Aerial Dept., Levinson Brothers Engineers Ltd., P.O.B. 390, Tel Aviv. Cable ORIENTRUCK; telex 32399; tel. 03-622671.

Sporting goods

3949573—SWEDEN—Release type binding for downhill skiing. Binding will be part of Handic's internationally recognized line of skis, boots, skipoles. Company has proven capacity to hold close to 50 percent of Swedish market for downhill bindings. Handic's group, estab. 1951, handles CB radios, sporting goods, & boating accessories & equip. Group employs 150 & reports annual sales 150 million KR. Considered to be very aggressive & well managed business. Reliable local sources highly recommend business relations. Reply to—Johan Laving, Handic Sport AB, Box 156, S-421 22 Vastra Frolunda, Sweden. Cable HANSANORDIC; telex 2558; tel. 031/45 01 80.

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Visiting Buyers & Officials

SWITZERLAND—W. Widler, Bern, is interested in representing U.S. manufacturers of **advanced medical, clinical laboratory equipment and surgical instruments and supplies.** His company presently distributes above equipment throughout Switzerland. For additional information contact Theresa Rettig, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230; 202-377-3265.

AUSTRALIA—A. Pullen of Sydney will be in the U.S. beginning about May 10. His firm is a consultant on office records and filing systems. He is interested in representing U.S. manufacturers of **filing systems, EDP storage equipment and microfilm/microfiche equipment.** Contact Theresa Rettig, 202-377-3265.

SWEDEN—Zurich firm interested in purchasing following: **spectrographs, optical alignment systems, components, physical properties testing and measuring equipment, fast moving consumer goods, do-it-yourself items, thermal analysis, mass spectroscopy, analytic, scientific, medical, laboratory instruments and apparatus, sterilizers.** Buyer was to arrive in U.S. early March. Contact Jane Puse, Project Officer, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230, 202-377-3265.

AUSTRALIA—Firm is seeking sources of **new calculators, new dictation equipment, used IBM typewriters and other office equipment** suitable for renting. Company claims to be the largest IBM typewriter rental business in New South Wales, and wishes to extend its range. Buyer will be visiting U.S. in mid-May, arriving in San Francisco on flexible schedule for four weeks. Contact Jane Puse, 202-377-3265.

SWITZERLAND—Peter Vogel, owner of a Swiss medical and hospital supply company, will visit New York City, Philadelphia, Atlanta, Los Angeles and San Francisco in April to purchase **medical supplies and equipment.** Visitor also wants to negotiate agreements to represent U.S. manufacturers of hospital and medical supplies as marketing agent in Switzerland and Austria. In view of his experience and reputation, buyer is recommended as a trade contact. U.S. suppliers interested in contacting this visitor may write or call Bill Corfitzen, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, tel: 202-377-2068.

AUSTRALIA—B. McCarthy of Sydney will be in the United States at the end of May. He is interested in finding U.S. manufacturers of **electric and electronic measuring and recording instruments, precision digital volt meters and lab chart recorders for industry and science.** For further information contact Theresa E. Rettig, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230, 202-377-3265.

JAPAN—Medium-sized home builders are interested in importing pre-cut **lumber** for home-building by utilizing shipping containers. Representatives of this firm are planning to visit the West Coast of U.S. in April. Annual requirements may reach 5-7.5 million B/M each. Contact Jane Puse, 202-377-3265.

JAPAN—Osaka Kobe firm is interested in importing and distributing **hand tools** among automobile repair shops. This firm has annual sales of $30 million. It maintains seven branch and business offices throughout Japan. The buyer will be in U.S. from mid-March to mid-April. Contact Jane Puse, 202-377-3265.

Future Construction Abroad

DOMINICAN REPUBLIC—Secretariat of Public Health, Avenida San Cristobal Esq. Tiradentes, Ensanche La Fe, Santo Domingo, announced it will construct 26 rural **health clinics** at a cost of RD$50,000 each. Will also build a 30-bed medical center in the city of Hato Mayor at a cost of RD$450,000, which will include x-ray equipment, maternity ward equipment, dental equipment, furniture, linens, office equipment, educational materials, diagnostic and sterilization apparatus, laboratory equipment, infirmary supplies and equipment, kitchen equipment, maintenance tools, and electric appliances. These projects are financed by the World Bank. OPIC.

ECUADOR—State University of Guayaquil has announced plans for a **400-bed general hospital project** costing over $40 million. Site acquisition and preparation will begin shortly. A public call for bids on single package of construction hospital and supply equipment should take place within two months. A 40-month construction period is projected. Financing will be arranged through the Ministry of Public Health, which is negotiating for credit from German banks. Bids on construction and equipment will not be tied to the possible German financing. Final design studies by the Instituto Ecuatoriano De Obras Sanitarias (Ev Edorean Institute of Sanitary Works), a part of the Ministry of Health, are nearing completion. Project coordinator in Guayaquil is: Drm Jorge Baquerizo-Ramirez, Decano De La Facultad De Ciencias Medicas, Ciudadela Universitaria, Casilla 471, Guayaquil.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance on assets and bank guaranties to U.S. construction and service firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's contract insurance programs, write Construction Insurance Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-7825.

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>
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>
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